THE Publishers' Weekly

The American Book Trade Journal

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"'Wild Youth' stands for the author at his best. . . . It has dramatic intensity that insures its ability to capture the imagination and hold the reader spellbound. . . . It is the tale of a writer who has had a fresh inspiration; who has suddenly seen with a clearer vision and an imagination newly, stirringly stimulated."
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In this new book, Mr. Purinton has applied to business practices the principles of personal efficiency he has been teaching for over sixteen years. He shows how, in the office, in the factory, on the road, in every trade and business and profession, it is the man himself who must make an efficiency system successful; and in a tone of common sense, illuminated by a wide knowledge of his subject, he points out ways of achieving both business and personal efficiency at the same time. Ready in April. $1.50 net.

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by Mary Pattison

This thorough book is a boon to every thoughtful woman interested in the better running of her home —and incidentally in settling the servant problem.

The New York World said: "It seems quite probable that it is the first work exactly of its kind to be published. There have been other books which were meant to be housewives' helpers in many ways, but here are 300 pages devoted to every what, why and how of the individual home, and to the clearness of plain print is added the force of actual experience." $2.00 net.

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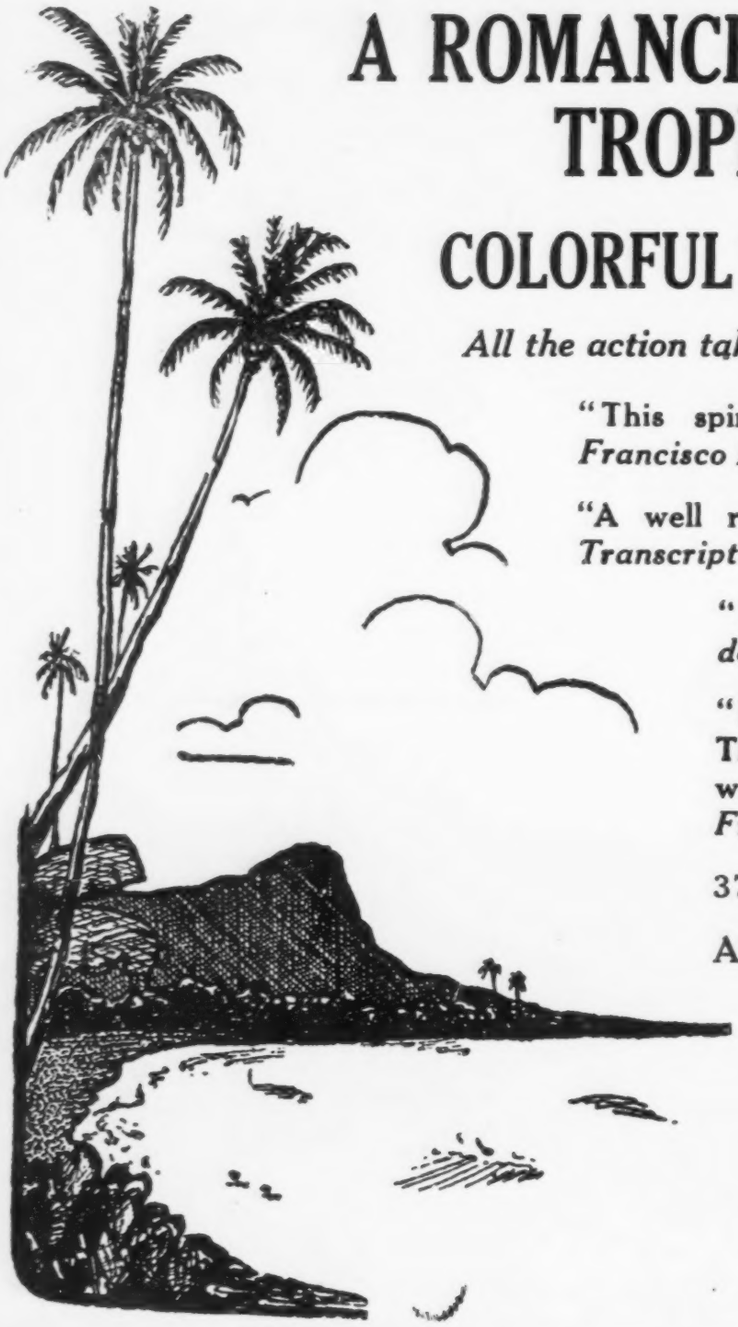

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To Be Published March 15th

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Max Brand

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A tale of the West, yes— but a most unusual one, touched with an almost weird poetic fancy from the very first page, when over the sandy wastes sounds the clear whistling of Pan of the desert, to the very last paragraph when the reader, too, hears the cry and the call of the wild geese flying south.

G. P. Putnam's Sons

2 West 45th Street, New York City

Nerve Control and the Bookseller

Our recently published book, "NERVE CONTROL" by H. Addington Bruce, was advertised in the Philadelphia daily papers a couple of weeks ago for three consecutive days. The sales were so satisfactory in the bookstores, not only in Philadelphia but in the surrounding territory, that we have decided to place the same advertisement for three consecutive days in nearly 300 daily newspapers throughout the country, including every large city, every medium-sized city, in fact, every city of any substantial size where there is a bookstore.

This Advertisement will appear March 4, 5 and 6

One reason for the very great popularity of this book aside from the deep interest in the subject itself, is due to the fact that Mr. Bruce has for several years been contributing articles on this and allied subjects to the same large list of newspapers that carries Dr. Frank Crane's writings, and he has naturally gathered behind him an immense following who buy and read his books.

We have given you this information in advance by mail and repeat it here so that you may order stock and be prepared to fill the demands that will surely be made upon you for this very remarkable book.

The Funk & Wagnalls Company has always taken the deepest interest in the American Booksellers' Association and its efforts to improve and increase the business of its members. In this connection and at the expense of many thousands of dollars, we are advertising this book—NERVE CONTROL—and the results will serve as a practical test whether the booksellers are alive to all the possibilities of bookselling when they have such co-operation as we are giving them in this campaign and whether we can carry out the same methods with other books on our list. The price of the book is popular; it appeals to all sorts and conditions of men and women, and the bookseller's profit is fair. Will you co-operate by circularizing, or in some other way reaching, the patrons in your locality? Will you make a window display of the book and have the display when the advertising is running in your local paper?

Retail price of "NERVE CONTROL AND HOW TO GAIN IT" is $1.00, net; discount to the trade 33 1/3% f.o.b. New York. Wire your order.

FUNK & WAGNALLS COMPANY,
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U.S.A.

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¶ Ruth Alden, a Chicago girl, buys a box of pencils from a street beggar. She finds it stuffed with money and papers, among them a passport for France. *A German secret agent has mistaken her for a confederate.* Her adventures lead her to the battlefield itself, and she plays a thrilling part in the great events which follow upon America's entry into war. *Illustrated,* $1.50

By

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THE MAN WHO COULDN'T SLEEP

Arthur Stringer's New Mystery Novel

New York—night—mystery—danger—suspense—surprise, and in the end satisfaction. Arthur Stringer's hero couldn't sleep—neither can you if you go with him in his thrilling adventures of the man who couldn't sleep. Price $1.75. (Ready in March.)

THE BOBBS-MERRILL COMPANY

New York **Indianapolis**

The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

March 1, 1919

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Cure This Situation

WHEN, in the February 15th issue, we commented editorially on the great importance to the book-trade of careful respect for publication dates we had in mind old grievances in the field and some fresh outbreaks of carelessness in handling January publications.

War conditions and new employees in retail establishments have caused some mistakes, but it seems inconceivable that anyone trained in the bookselling field should wish, with open eyes, to return to old conditions of mutual distrust when one merchant had for his constant ambition the "putting over" of some sharp practice on his competitor of the same city.

F. A. Stokes & Co., after the tremendous success of "Dere Mable," have naturally planned a wide and thoro publicity campaign of "Dere Bill." Success in such a campaign must be keyed to some exact publication date and shipments of stock must be made long enough ahead, so that all customers shall have received the stock when the newspaper advertising is released. This uniform day for display is just as important to the retailer as to the publisher if good sales are to be made, yet in a half-dozen cities dealers have put the stock out ahead of time in order to obtain a head start in the competition for sales.

The stores who have tried to keep schedule have made the wires hot to the publisher asking for relief or else, waiving their good intentions, have rushed their stock to the front. The publishers have spent much good money in telegrams, there were many hard things said, and the rival retailers made up their minds, we suppose, to sharpen their sticks for the next assault.

Why not get together with the competitor and straighten this out for the locality? Competitors always prove rather a good sort when met face to face. Someone should take the initiative.

The alternative should not be considered. If the dealers in some city cannot agree to respect publication dates, the publisher must make shipments late in that direction. This forfeits for those out of town dealers the benefits of much national advertising and gives their customers the habit of shopping away from home.

Observance of publication dates is one of the big little things that the book-trade should agree together to handle *right*, by co-operation and mutual trust.

"I believe in business prudence, but right now I think the most prudent thing a business man can do is to go ahead. He should not be afraid to go after orders and buy the materials that he needs to fill them."—THOMAS A. EDISON.

Book Advertising

PROBABLY no manufacturer is more conscious of the difficulties attendant on the exploiting of his product than is the publisher, and none more eager to find new and better methods for using advertising space, but when so many commentators on book advertising begin their remarks by stating that books are no different from other merchandise they realize that another expert is making comments on problems which he has not thought thru.

There are a dozen points at which the merchandising of books is peculiar, but one phase especially comes to mind at this time. March means gardening and the publisher as well as the seedman and tool manufacturer has a product to sell to the gardener.

How shall the gardener be brought to buy books on gardening, special brands of seeds, better makes of tools? All are merchandise to be sold, but do they start on an even footing?

The tools are bought largely at retail stores, bought and paid for. Few people expect to have tools given them. The seed grower has competition from the Department of Agriculture but hardly a serious competition in view of the quantities needed.

The publisher and the bookseller must arouse the public interest in the need of sound information on gardening methods. But the gardener can get pamphlets on any subject from the Government, or from the state, or from local committees, he can take an agri-

cultural magazine, he can follow the Sunday supplements. The railroads give away books, the newspapers offer them for premiums. Or, if the prospective buyer has been made to rivet his attention on one particular book, he can probably find that in the public library which his community is supporting.

It should not be judged from this that publisher and bookseller spend their time bemoaning the fact that their business has severe community competition. They believe that there is need of their product and services over and above all the other material offered and they will continue their endeavor to find more outlet for the product, but they have long ago realized that their problem is not exactly comparable to other advertised merchandise and must be faced by methods suitable to the restricted field in which they can work.

An English Opinion on Book Prices

Under the heading, "No Reduction in Prices at Present." *The Bookseller* (London) expresses the following opinion on the 1919 situation:

"An idea exists in many quarters that, owing to the cessation of hostilities, the price of books can, and will, be reduced in the near future. This is far from being the case. In the first place, wages have been raised in an unprecedented manner, without regard to economic principles, and it is unlikely that they will ever be reduced to pre-war level. Owing to this cause, to increased taxation, and to business expenses generally, establishment charges have also risen, and there is no prospect of any considerable decrease. There probably will be a fall in the price of paper, strawboards, and other materials, but this will not be sufficient to approximate cost of production to pre-war level. At present there cannot be any reduction of prices—there is even a tendency to rise—and as existing stocks, and those now being prepared, have been, and are being, produced at very heavy cost, it is impossible that they can be offered to the public at lower prices than those now prevailing."

A Good Commercial Library

The reference library of the American Writing Paper Co. of Holyoke has developed into a collection of 350 volumes covering paper making, finance, economics, importing, exporting, banking, etc. There are commercial houses in every city who need just such a collection. The success of business houses is becoming more and more dependent on the quantity and quality of the information they have to guide them. The bookseller can give the executives a new view of the future.

Valuable Educational Directory

THE Educational Directory for 1918-1919 is a valuable list for any publishing office. It contains in addition to the usual lists of State, county, and city school officials, universities, and other educational authorities, a special list of officials connected with the Federal Government educational activities.

It can be ordered from the Goverment Printing Office, Bulletin 1918, no. 36, price 25 cents per copy.

1000 Chances to Sell from Retail Stocks

Every week the PUBLISHERS' WEEKLY issues a list of books that dealers have definite orders for and are willing to spend ten cents to try to find.

A vast amount of exchange and profitable business is done in that way, the book and the customer being brought together.

Too many retailers, however, do not realize that the "Books Wanted" department can be looked over profitably, not only at second-hand book stores, but in any average store. Especially is this so at this time when many books of comparatively recent date are now out of print and being asked for each week.

In the issue of February 22nd such titles as these were asked for:

Ayesha by Rider Haggard, Longmans.
Lazarre by Mary Hartwell Catherwood, Bobbs.
Barbary Sheep by Robert Hichens, Harper.
Marie Claire by Aidoux, Doran.
Two Vanrevels by Booth Tarkington, Doubleday or Burt.
Philip Dru, Anonymous, Huebsch.
The Crock of Gold by Jas. Stephens, Macmillan.
Susan Lennox by David Graham Phillips, Appleton.
Captain Horn by Frank Stockton, Scribner.
Luther Trant by Balmer & McHarg, Bobbs.
On the Witness Stand by Hugo Munsterberg, Doubleday.

It is very much worth the while of any retailer to have these pages looked over by someone who knows the stock thoroly.

Twenty-five Years Ago in the Publishers' Weekly

Stone & Kimball have in preparation a definitive edition of Edgar Allan Poe.

Harper publishes "Memoirs of Sherlock Holmes" by A. Conan Doyle.

Wm. L. Allison Co. has just published a new and large type edition of "The Wandering Jew."

The Baker & Taylor Co. are in running order at their new quarters, 5 and 7 E. 16th St.

Louis D. Brandeis, assignee of D. Lothrop & Co., reports to creditors.

Richard Watson Gilder presided at Authors' Night of the Booksellers & Stationers Provident Association and Gen. Lew Wallace, George W. Cable, Julia Ward Howe, Paul du Chaillu and John Kendrick Bangs read from their writings.

RETAILING THE LIBRARY

By Miss Ethel Emory of the Bon Marche, Seattle

The Seattle Public Library for the past eight years has made a special effort to interest people in the purchase of the right kind of books for their children. Each Christmas time they have displayed, at the library, books recommended for this purpose. However, the exhibits did not accomplish a great deal, for they were visited by only a few hundred people, and no amount of advertising brought in the large crowds anticipated. Moreover, it was true that the people who did visit the displays knew pretty definitely what they wanted for their children, and the great majority, who require only that a book shall not cost more than a certain price, were uninterested in getting something really good for their child's reading. It became necessary to connect this work with some store where the recommended books might be purchased by the public.

The special table in the Bon Marché in 1916 and 1917 with the large placard, "Children's Books Recommended by the Seattle Public Library," proved a more successful venture. The people whom the library desired most to reach listened to the trained assistant's recommendation of good books. The sales force thruout the book department was advised that an expert was in their midst and they advertised the fact. People sometimes said, "I've never bought books in the Bon Marché, but I came because I heard the library had a representative here." In fact, the store received a great deal of credit for its endeavor to give people the best books for their children and a great many people bought better books than they would if they had not had the librarian's advice. So much for the past two years.

This year our merchandise manager planned to have a person assigned from the store to serve as a connecting link between the store and the library and to make arrangements and plans for space, advertising, display and selection of stock.

The Superintendent of the Children's Department of the Seattle Public Library proved very anxious to co-operate with the store's representative and to give information about the books most desirable for the child's reading. In a remarkably short space of time she gave a working knowledge of the best books and planned to visit the book department of the store the following day.

The booth, covering a space of 7½ x 12 feet, was very happily situated at the center entrance to Holiday Square, a large Christmas gift section. The display of expensive and showy books at the end of the booth toward Holiday Square was made more effective by the light from a large table lamp.

The Superintendent of the Children's Department of the library was at the booth the greater part of every day. There was always one other librarian present in the afternoon and sometimes there were two. They were all clever saleswomen because of their intelligence, their natural tact and their great desire to get the book most suited to the needs of each child under consideration.

The booth soon established a wide-spread reputation for exact information, quick service, and complete satisfaction to the customer. The buyer instructed his sales force to turn over to the library booth all their customers that they were unable to satisfy. I do not know one of those difficult people who went away other than smiling and pleased with the books he or she had purchased. There were some people who could not afford to go as high as fifty or seventy-five cents. In those cases the cheaply bound, poorly printed books, not displayed on our table but of good subject matter, were sold to them. An attempt was always made, however, to show them the value of the larger, clearer type, and they were often prevailed upon to buy one good book for two children in place of buying them each one of the poorer sort. Suggestive selling was our greatest source of success.

An enormous amount of stock was sold from this booth. In fact practically everything was disposed of, even to stock two or three years old. The trouble was that there were not enough books, tho on the first day the supply had seemed large enough. Everyone in the department recognized that the booth was meeting with unusual success.

The presence of librarians was advertised by a large gold sign hung overhead and corresponding to the Holiday Square signs. There was an announcement in the paper nearly every day in the book department space stating that a trained children's librarian would be at the store each day to advise people concerning the best books for children. Those of us in the store tried to make the booth known to others in the store and to our friends. The Personal Service Bureau was given special information and attention and proved to be a source of several sales.

The merchandise manager of the store watched the enterprise and declared it a success. The buyer in the book department was pleased. Buyers in other departments said that they dreaded the ordeal of selecting several books for Christmas gifts, but instead found the selection lasted only a brief and pleasurable ten minutes.

The benefits derived were wide spread. Practically all of a fairly large stock of books was sold. The department had to stand the expense of only one salesperson during the fourteen days of this work. The space used was only 12 x 7½ feet. Old stock dating back to 1915 was sold. The satisfaction among customers was so great that many of them came back several times, and more than that, *there were no exchanges after*

Christmas. Everyone went away a satisfied customer. The salespeople elsewhere in the department were able to talk far more intelligently about children's books from knowledge gained thru the librarians. The customers were inspired with confidence. A spirit of helpfulness and courtesy pervaded the department. People expressed great pleasure over the saving of time and trouble to themselves by turning the selection of their books over to trained experts. It gave an opportunity to tell the intelligent customer about other welfare work in the store.

Many people do not know the vast help which may be gained thru a better acquaintance with the public library and its force. Social service work, which is the work of such an institution, has been furthered by its connection with this store. In proportion as this connection becomes known by the public, so the library will be better able to fulfil its purpose.

Discussion of Retailing

At the National Retail Dry Goods Association's annual meeting held in New York last week, the keynote of the proceedings was struck by Francis Kilduff, the president, in a pointed address which centered on co-operation as the open sesame to the new and greater merchandising world.

"Prior to the days of modern trade organization," he said, "business building was entirely individualistic; each branch of business was conducted without thought for any other line in the same community. Happily, trade organization introduced competitors to one another and made them congenial confreres, so that not only their individual business benefited, but their community and the country likewise.

"If we have correctly visualized the great world movements which in this day of international interdependence directly touch our prosperity we will have realized that the good of the individual must be builded upon the foundation of the good of all, for no longer can one business or a group of business interests attain its summit of prosperity except thru harmonious effort for the common good.

"Now is the time to put into industry and commerce the best brain and brawn of every individual. The time has passed for the traditional unintelligent clashes between employer and worker, and the time has come for both to meet on the higher plane of mutual understanding and co-operation."

The subject of lifting the employee to a higher plane of education, efficiency and earning capacity was dealt with by Dr. C. A. Prosser, director of the Federal Board for Vocational Education, Washington. It was he who was sponsor for the Smith-Hughes Act passed in 1917 by which the Government gives financial aid to any plan for vocational training adopted by any state and approved by the Federal Board for Vocational Education. In this the training of store employees was specifically included because it was felt that this phase of commercial education was extremely important.

"We are anxious to stimulate interest in the question of retail selling in this country," said Dr. Prosser, "not because we felt that the retail merchants were not able to carry on the work themselves, at least in the larger places, but because of our conviction that the source of supply of the really desirable department store employees is in the American high school and that some method should be arranged of co-operation, at least with the less large stores, between the stores and the local school authorities, which would direct the attention of promising young people in the public schools to the opportunities that lie open before them in the field of retail selling, an absolutely neglected field in the schools, a subject which was looked down upon by the school people and by the community as something less dignified and less worthy than the business of going in and sitting down with a book and taking down letters in shorthand and going out and banging them on a typewriter."

Among plans outlined at the convention and enthusiastically adopted for extension of the association's work were: A Research Bureau, to study and report on trade matters; a Publicity Bureau, to furnish information to members; a Personnel Bureau, to deal with fair treatment and welfare of employees; an Organization Service, to co-operate with Boards of Trade and similar bodies; a Public Affairs Bureau, to study proposed legislation and co-operate with Government agencies.

FINISH HIM!

Buy W. S. S. and Make Him a Permanent Cripple.

HOME SCHOOL FOR BOOKSELLERS

Conducted by Miss Bessie Graham

LESSON XIV—VICTORIAN POETS

The reign of Queen Victoria was the longest in English history. It extended over a period of sixty-four years, from 1837 to 1901. During that time four poets held in succession the laureateship of England.

Robert Southey	1813-1843
William Wordsworth	1843-1850
Alfred Tennyson	1850-1892
Alfred Austin	1896-1913

The literature of the Victorian age is a "giant body of literature. Between the accession of Queen Victoria and the breaking out of the war with Russia the profession of letters flourished in that country as it had never done before." This crowded and eventful literary period is well set forth in two recent books: "The Victorian Age in Literature." by Gilbert K. Chesterton (Holt); "The English Poets," v. 5, by Thomas Humphry Ward (Macmillan). Mr. Chesterton's brilliant little volume emphasizes the fact that "The Victorian Age in Literature" is something more than "Literature in the Victorian Age." The fifth volume of Mr. Ward's "English Poets," issued after an interval of forty years, gives valuable biographical and critical material together with well-made selections from Victorian and contemporaneous poets.

WORDSWORTH, WILLIAM.
Poems. Burt, $1.00.
Poems. Crowell, $1.50.
Longer Poems. Dutton, *Everyman's*, 90c.
Shorter Poems, Dutton, *Everyman's*, 90c.
The Prelude. Dutton, *Temple Classics*, 75c.
Sonnets. Dutton, *Temple Classics*, 75c.
The Excursion. Dutton, *Temple Classics*, 75c.
Poetical Works. Houghton, $3.00, $2.50; v. 3, $4.50.
Selections from Wordsworth. Edited by A. J. George. Heath, 88c.
Selected Poems. Oxford, $1.00.
Poems. Oxford, $1.00.
Lyrical Ballads. 1798. Oxford, $1.40.
Poems of 1807. 2 v. Oxford, $1.80.

(Wordsworth's first important book was the "Lyrical Ballads" of 1798, written in collaboration with Coleridge and containing Coleridge's great contribution, "The Ancient Mariner." This volume was received with a shout of derision. The simple and the pastoral, which was Wordsworth's chosen field, was a new note in English poetry. Wordsworth's "impassioned contemplation" of nature, and his poetic narratives of lowly life, were ridiculed as subjects too insignificant for poetry.

The second volume of "Lyrical Ballads" in 1800 was more kindly received. Wordsworth's long autobiographical poem, "The Prelude," the history of his mind's growth, was published in 1814, as an introductory poem to his longer philosophical poem, "The Excursion," a fragment which is called the key to all his poetical work.

Wordsworth said: "Every great poet is a teacher and I wish either to be considered as a teacher or as nothing." This confusion of the office of poet with the office of moralist made much of Wordsworth's poetry tedious. John Morley in his "Studies in Literature" (Macmillan) said, "the intention to instruct, to improve the occasion is too deliberate and too hardly pressed." Wordsworth is a poet who can be known to his best advantage in selections. Walter Pater said: "Of all poets equally great he would gain most by a skilfully-made anthology.")

TENNYSON, ALFRED. 1809-1892.
Poetical Works. 7 v. Houghton, $12.50 (Edited by W. J. Rolfe).
Poems. Houghton, $1.25, $1.50, $1.65, $2.00.
Poetical Works. 6 v. Macmillan, $9.00 (Edited by Hallam, Lord Tennyson).
Poetical Works. 1 v. Macmillan, $1.75 (Edited by Hallam, Lord Tennyson).
Poems. Crowell, $1.00, $1.25, $1.50.
Poems. 1830-1863. Dutton, *Everyman's*, 90c.
Poems. 1829-1868. Oxford, $1.00.
Poems. 1842. Oxford, $1.00.
Idylls of the King.
Appleton, 30c.
Crowell, 50c.
Macmillan *Golden Treasury Series*. $1.25.
Dutton, *Everyman's*, 90c. (Early Idylls only).

(On the death of Wordsworth in 1850, the poet laureateship was offered to Samuel Rogers, author of "The Pleasures of Memory," but Rogers, being 87 years old, declined it on the ground of age. The post was then offered to Tennyson, because of the Prince Consort's admiration for "In Memoriam." This poem had been published anonymously that very year, but its authorship was at once recognized. It is a lament for Arthur Hallam, an old college friend who was engaged to be married to Mary Tennyson, the poet's sister. "In Memoriam" together with Milton's "Lycidas" and Shelley's "Adonais," is one of the three great elegies in English literature. In speaking of "In Memoriam's" great power of consolation, Dr. Henry Van Dyke says, "I suppose that there is only one Book which for these last forty years has done more to comfort sorrow."

Tennyson's masterpiece is "The Idylls of the King," a work which covered a period of twenty years. Tennyson's version of the cycle of Arthurian legends is based upon that of Sir Thomas Malory who wrote "Le Morte d'Arthur" in 1485. It is interesting to read in connection with Tennyson's "Idylls" the Caxton text of Sir Thomas Malory (Macmillan, $1.75) and the Pollard-Rackham edition of Malory (Macmillan, $2.50); also Lady Charlotte Guest's famous translation of the Mabinogion, the Welsh version of the legends (Dutton, 50c.; *Everyman's*, 90c.)

It was Lord Tennyson's wish that his swan song, "Crossing the Bar," should be placed as the final poem in every edition of his works.)

BROWNING, ROBERT. 1812-1889.
Complete Poetical Works. 12 v. Crowell, $15.00, $12.00 (Edited by Charlotte Porter and Helen A. Clarke).
Selected Poems. Crowell, $1.00; $1.25, $1.50.
Complete Poetical and Dramatic Works. Houghton. 6 v. $9.90, $12.50; 3 v. $6.
Complete Poetic and Dramatic Works. Houghton, $2.50, $3.00.
Complete Poetical Works. Macmillan, $1.75 (with additional poems first published in 1914).
Poems. 1833-1868. Oxford, $1.00, (Standard authors).
Poems and Plays. 1833-1842. Oxford, $1.00.
Dramatic Lyrics. 1842-1864. Oxford, $1.00.
Poems. 1833-1864. 2 v. Dutton, *Everyman's*, $1.80.
Poetical Works. Dutton, 75c. (Introduction by Oscar Browning).
Dramatic Works and Dramatic Personae. Dutton, 75c.
The Ring and the Book.
Crowell, 2 v., $2.50, $2.00.
Dutton, *Everyman's*, 90c.
Houghton, *Cambridge Classics*. $1.25.
Oxford, *Standard Classics*. $1.00.
Scribner, *Modern students' library*. 75c.

(Browning was so great a dramatist as well as so great a poet that his complete works are usually divided into Dramatic and Poetic. He first became known as a dramatist. Nearly all his early work was cast in stage form or intended as a closet drama: "Paracelsus," "Strafford," "Sordello," "Pippa Passes," and "Luria, a Soul's Tragedy." "Luria," in 1846, Browning declared was his "last attempt, for the present,

HOME SCHOOL FOR BOOKSELLERS—*Continued*

at dramatic poetry." Browning's best work began with his married life in 1846. To this period belong his "Bells and Pomegranates," his fifty poems, "Men and Women," and his "Dramatis Personae." Browning's lyrical poems are usually very dramatic in character tho not in form.

After the death of Mrs. Browning in 1861, Browning devoted six years to the writing of his magnum opus, "The Ring and the Book." This work, which he always referred to as his "Murder poem," is in the nature of a detective story. G. K. Chesterton in his "Life of Browning" (Macmillan), says: "Its difference from the ordinary detective story is that it seeks to establish not the center of criminal guilt, but the center of spiritual guilt." Chesterton calls "The Ring and the Book" "the epic of free speech," because in it Browning lets everybody talk. The source of plot was an old yellow volume which Browning bought for a lira out of a heap of rubbish in Florence. This old Latin record of the criminal case of Guido Franceschini, tried for the murder of his wife Pompilia in 1698, became the ground plan for the great poem. A translation of this Latin record comes in "The Old Yellow Book" (Dutton, *Everyman's*, 90c.) "The Country of the Ring and the Book" by Sir Frederick Treves (Funk, $5.00), is an interesting volume dealing with the same subject.

Browning's last volume of poems, "Asolando," was published on the day of his death. The "Epilogue to Asolando" is always placed at the end of Browning's works.)

BROWNING, ELIZABETH BARRETT. 1801-1861.

Poems. Burt, $1.00.
Complete Poetical Works. Houghton, *Cambridge*, $2.50.
(edited by Charlotte Porter and Helen A. Clarke).
Poems. Crowell, $1.00, $1.25, $1.50.
Complete Poetical Works. Houghton, *Cambridge*, $2.50.
Poems. Macmillan, Globe, $1.75.
Poems. Oxford, *Standard authors*, $1.00.
Poems—Selected. Crowell, 50c.; Macmillan, 28c.
Aurora Leigh. Crowell, 50c., $1.25; Dutton, 50c.
Sonnets from the Portuguese.
Crowell, 25c.; 50c., etc.
Barse, 40c., 50c., $1.00, etc.
Dodge, 25c., 35c., 50c., etc.
Putnam, 75c., $2.00.
Mosher, 40c., $1.50.

(Mrs. Browning holds the highest place among the women poets of England. So great was her popularity and her fame that upon the death of Wordsworth it was urged on many sides that the vacant post of Poet Laureate be offered to Mrs. Browning. It was thought that a woman laureate would be a graceful tribute to England's young Queen. Robert Browning's fame at that time was so far behind that of his wife that his name was not mentioned for the position.

The slipshod execution and technical imperfections of much of Mrs. Browning's verse has lost her many modern readers. "Aurora Leigh," her novel in verse, which ran through six editions in six months when first published, is to-day a book of great fame and few readers.

"Sonnets from the Portuguese" is Mrs. Browning's masterpiece. These poems were written for Mr. Browning's eye alone, and were first printed privately in 1847, in a slender volume entitled "Sonnets by E. B. B." When it was decided to give them to the public three years later, Mrs. Browning sought to hide her authorship under the guise of a translator. "Sonnets Translated from the Bosnian" was the title she proposed, but her husband preferred "Sonnets from the Portuguese" for the sake of its allusion to her poem "Catarina to Camoens," a love poem addressed to Portugal's greatest poet, Camoens, which was one of Browning's chief favorites among her works.)

ARNOLD, MATTHEW. 1822-1888.

Poems. Burt, $1.00.
Complete Poems. Crowell, $1.00, $1.50.
Poems—Narrative, Elegiac, and Lyric. Dutton, *Temple Classics*. 50c.
Poems. Dramatic and Early Poems. Dutton, *Temple Classics*, 50c.
Poems. Dutton, *Everyman's*, 90c.
Poems. 1849-1867. Oxford, *World's Classics*. 75c. Edited by Quiller-Couch.
Poems. 1840-1867. Oxford, *Standard authors*. $1.00. Edited by Quiller-Couch.
Poems. Macmillan, *Globe*, $1.75.

(Arnold's career as a poet was practically over and done with before his prose career began. His collected poems first appeared in 1869, and it was only four years before that he had published his first prose work, "Essays in Criticism." "As a poet and as a prose writer Matthew Arnold addressed two different generations."

Arnold's most famous poem is his elegy "Thrysis," a monody on the death of the poet Arthur Hugh Clough, who had been his friend at Oxford. "Thrysis" is frequently ranked with "Lycidas," "Adonais," and "In Memoriam." Of Arnold's longer narrative poems, "Sohrab and Rustum" is based on a tale in the Persian epic, Shah Namah; and "Tristram and Iseult" is his rendering of one of the late Arthurian legends. "The Buried Life" and "The Forsaken Merman" are written in Arnold's characteristic verse form, a stanza made up of lines unequal in length and irregular in rhyme. His short poems, like the familiar lyrics "Requiescat," "Longing," and "The Last Word," are all in simple, old-fashioned forms of rhymed verse. His prize poems were the Rugby prize poem, "Alaric at Rome," and the Newdigate prize poem, "Cromwell."

"Matthew Arnold: How To Know Him" by Stuart P. Sherman (Bobbs) and "Matthew Arnold and his Poetry" by Francis Bickley in Dodge's *Poetry and Life series*, edited by W. H. Hudson are two recent books.)

ROSSETTI, DANTE GABRIEL. 1828-1882.

Complete Poems. Crowell, $1.00, $1.25, $1.50.
Complete Poems. 2 v. Brentano, $5.00.
Poems and Translations. Oxford, *World Classics*, 75c.; *Standard authors*, $1.00.
Poems. 2 v. Putnam, $6.50.
Poems. Little, $1.75. 2 v., $2.50.
Collected Works. Scribner, $5.00 (edited by William Michael Rossetti).
Poetical Works. Scribner, $3.00 (edited by William Michael Rossetti).
Dante and his Circle. Scribner, $3.00 ((includes Early Italian Poets 1100-1300 paraphrased translations).
The Blessed Damozel. Altemus, $1.00; Dodge, 35c., 75c.; Lane, 50c.
The House of Life. Mosher, $1.50.

(Rossetti's first publication was his most characteristic poem, "The Blessed Damozel," written when he was only eighteen. It appeared in 1850 in *The Germ*, a short-lived magazine, the literary organ of the Pre-Raphaelite Brotherhood. His famous picture of "The Blessed Damozel" was not painted until 1877. Rossetti's literary career began in 1861 with his translations of the early Italian poets before Dante. His Italian blood and his great poetic gift signally fitted him to reveal to English readers the beauties of Italian literature. He was a pioneer in the field, Longfellow's translation of Dante following in 1865.

Upon the death of his wife in 1862, Rossetti buried in the coffin with her the manuscript of his entire poetic work up to that time. Five years later, failing eyesight caused him to turn from painting back to literature again, and the manuscript was disinterred and published in 1870. His last volume of verse was his "Ballads and Sonnets" published in 1881. His sonnet sequence, called "The House of Life," contains a heart history as mysterious as that of Shakespeare's sonnets.

Rossetti's prose work, "Hand and Soul," an allegorical prose poem, which voices many of his artistic beliefs, is published separately by Mosher.)

MEREDITH, GEORGE. 1828-1909.

Poetical Works. Scribner, $2.00 (with notes by G. M. Trevelyan).
Poems. Scribner, $1.50 (Boxhill edition).
Poems. Scribner, $1.35 (New pocket edition—same as Boxhill).

HOME SCHOOL FOR BOOKSELLERS—*Continued*

Odes in Contribution to the Song of French History. Scribner, $1.50.
Modern Love and other poems. Mosher, *Old World series*, $1.50.
Love in the Valley. Mosher, *Golden text series*, 50c.

(The most adequate appreciation of the poetry of Meredith is to be found in a slender volume, "The Poetry and Philosophy of George Meredith" by George Macaulay Trevelyan. Meredith, like Hardy, thought more of his poems than of his novels and preferred to be remembered as a poet. Mr. Trevelyan says, "His poems are more especially concerned with his philosophy and the novels with his application of it to ethical problems." Meredith's philosophy was one of optimism but it was "the optimism of temperament and not of creed."

"Modern Love" is a sonnet sequence telling the story of "a man and wife who loved each other once but have ceased to love," one of our modern problems treated like some ancient tragedy. In "Love in a Valley" Meredith is the poet of love; in his later poems he is the "poetical philosopher.")

MORRIS, WILLIAM. 1834-1896.

Collected Works. Longmans.
The Earthly Paradise. Longmans, 3 v., $4.50; 4 v., $8.00; 1 v., $2.25; 4 v., $5.00. New edition in 12 parts.
The Defence of Guenevere. Longmans, $2.00, 75c.
The Defence of Guenevere and The Life and Death of Jason. Oxford, $1.00.
The Life and Death of Jason. Oxford, $1.00 (annotated).
The Life and Death of Jason. Dutton, *Everyman's*, 90c.; *Muses' Lib.*, 75c.
The Earthly Paradise. Dutton, 75c. (to be compiled in 4 v.)
Poems by the Way. Longmans, $1.25, $2.00, 75c.
Love is Enough. Longmans, $1.00.
Poems by the Way and Love is Enough. Longmans, $2.00.
Sigurd the Volsung. Longmans, $2.50.
Virgil's Aeneid. Longmans, $2.00.
Homer's Odyssey. Longmans, $2.00.

(The chief biographer of William Morris, J. W. Mackail (Longmans, $3.60) writes on Morris in Ward's "English Poets" as follows: "That he came to be known as 'the author of The Earthly Paradise' is more than a happy accident. For the creation of an earthly paradise in a perfectly literal sense of the words was the object which he pursued thruout."

Morris is the greatest story teller among poets since Chaucer. His "Earthly Paradise," consisting of 24 tales, is called "that ocean of the sea of tales." In "Jason," Morris told again the pre-Homeric story of the Fleece of Gold, reviving the 10 syllabled rhyming couplet of Chaucer's meter. His Icelandic studies and translations led him to the writing of his great epic of the Volsinga Saga, "the story of the North which stands alongside of the story of Troy as one of the two great epic subjects of the world." Mr. Mackail calls "Sigurd" "the most Homeric poem since Homer."

"Poems by the Way" were the songs that Morris sang for the toilers of earth, "of the wonderful days a-coming, when all shall be better than well."

In 1891 Morris started the Kelmscott Press where he printed many books among the first glories of English typography.

SWINBURNE, ALGERNON CHARLES. 1837-1909.

Poetical Works. 6 v. Harper, $12.00.
Tragedies. 5 v. Harper, $10.00.
Lyrical Poems. Harper, $1.50.
Selected Poems. Harper, $1.35.
Poems. Boni, 70c.
Poems. Burt, $1.00.
Poems. Crowell, $1.50, $2.00.
Poems. McKay, $1.50.
Tragedies. McKay, $1.50.
Posthumous Poems. Lane, $1.50.
Prose and Poetry. 28 v. Scribner.

(The recent "Life of Swinburne" by Edmund Gosse (Macmillan), and the publication of the Swinburne Letters, edited by Gosse and Wise (Lane), have disclosed such a lively interest in Swinburne that one critic has asked whether we are not having just a little too much Swinburne these days. Swinburne seems to belong entirely to the present; he was in the Victorian age but not of it. As the rebel against priests and kings, the Victorians rejected him. Tennyson called his verse "poisonous honey" and Swinburne retorted by speaking of the Laureate's verse as "treacle."

Swinburne's poetical works are usually divided into dramatic poems and lyrical poems. His dramatic work consists of a number of historical plays; such as "The Queen Mother," the trilogy of "Chastelard," "Bothwell," "Mary Stuart," founded on the history of Mary Queen of Scots; "Rosamund, Queen of the Lombards." Of his classical dramas, "Atalanta in Calydon" is the most popular for the beauty of its occasional lyrics, of which "The Hounds of Spring" is one. "Erechtheus" was his second classic drama modeled on the Greek choral plays. All his dramas were tragedies and few were intended for stage production, being more in the nature of chamber plays.

Mr. Gosse in Ward's "English Poets" says that "the gift by which Swinburne first won his way to the hearts of a multitude of readers was unquestionably the melody of his verse." Swinburne's command of intricate verse forms, and his elaborate and original rhymes are unequalled even in the works of Robert Browning.

HENLEY, WILLIAM ERNEST. 1849-1903.

Poems. 1872-1897. Scribner, $2.50 (includes A Book of Verses and London Voluntaries).
Hawthorne and Lavender. Harper, $1.60.
In Hospital. Mosher, 75c.
Echoes of Life and Death. Mosher, 75c.
Rhymes and Rhythms. Mosher. 75c.
London Voluntaries. Mosher, 75c.

(Henley's poetic career began with his verses "In Hospital" in 1888. These poems were written in the Old Edinburgh Infirmary where the poet was for two years a patient. He suffered from a tubercular disease which necessitated the amputation of one foot. The subject of the poems, life in a hospital, was like nothing else in verse up to that time and was regarded as very realistic. The verses were in *vers libre*, a poetic form then so new that it was called "an artistic experiment." Henley used the free verse form again in "Rhymes and Rhythms," but in "London Voluntaries" he abandoned the form for rhyme. This volume on the pageant of London, Arthur Symons considers Henley's most satisfactory work. "Hawthorne and Lavender," the poet's last work, is in his purest lyrical vein.

QUESTIONS ON THE VICTORIAN POETS

1. Are the "Sonnets from the Portuguese" translations?
2. What was the source of "The Idylls of the King"?
3. What was the source of "The Ring and the Book"?
4. Name a narrative poem on the Arthurian legends by Morris, by Arnold.
5. What is the title of Rossetti's sonnet sequence? of Meredith's?
6. Who founded the Kelmscott press?
7. Name four great elegies by English poets.
8. What novel in verse did Mrs. Browning write?
9. What classics did William Morris translate?
10. What did Rossetti translate?
11. Name the titles of Swinburne's dramatic trilogy.
12. Who is the greatest story teller in verse since Chaucer?
13. Who has written an appreciation of Meredith's poetry?
14. Name a book of free verse and a book of rhymed verse by Henley.
15. What single poem of Rossetti's is printed separately?
16. Who were the four Poets Laureate of Victoria's reign?

MAKING GOOD IN THE NEW ERA

A Page of Ideas and Suggestions for the Retail Bookseller

Following Local Business

Scribner's Sons have just issued a little story in the success of which the organization of "The Fatherless Children of France" is very much interested. It is called "Deer Godchild." The bookseller, as soon as he has received stock, should call on the local headquarters of that association and will find there an active spirit of co-operation that should greatly increase his sales.

Getting Help from the Travelers

To the PUBLISHERS' WEEKLY:

Responding to your request for contributions to the New Era Page may I offer some suggestions from a long experience in the retail book-trade?

Generally I found travelers for publishers cultured men and I was never so busy as not to accept from them valuable information.

Particularly do I recall one from a prominent New York house whose annual visits were looked forward to with pleasing anticipation. While he well represented his own line he was ever ready with valuable suggestions respecting other publishers and from such I got many good things. It was he who put me wise to "Quo Vadis," then first coming out by another house, and I had a large sale before other dealers knew of it.

He was disposed to see matters from my as well as his point of view and pointed out what was good for a large and what only for a small quantity, knowing his line thoroly, an essential of good salesmanship. Consequently my orders were liberal.

Contrasted with this another traveler from a prominent house dwelt at length on those who had complaints and described how he "flayed" them, showing them in the fault and recalling that I had similar complaints. I let him go without an order altho I was sending weekly mail orders to the house.

The "old timer" has about disappeared, who when you said "10 copies" replied, "you want 25 at least; Jones & Smith took 50 copies." And yet, too often, a salesman is over-anxious to fill up his order book and persuades overloading. The confidence of a buyer is another valuable asset.

Without a degree of enthusiasm a salesman is not apt to succeed but this should be delivered with caution.

Once a salesman from a Boston house, who now is one of the largest publishers, calling the first time said at the beginning, "I have a book that wants to order 250 copies." I did not know Mary Johnston and was suspicious and ordered 25 copies of "To Have and To Hold"; had he prepared me gradually I would have taken 100 at least, for later I ordered *five* separate lots of 250 copies. After that he had no difficulty in selling me.

There is another, the most welcome of all visitors, a weekly one, so long as I was in business: THE PUBLISHERS' WEEKLY, and yet some time ago in visiting booksellers in the Middle West I was amazed to find how many failed to use it to the full. Early in my experience one advertisement alone was worth the cost of a subscription for a life time.

Again such a large number of booksellers lose the most profitable "pickup" business, that is books sold before bought, because they do not have the necessary working tools; *The Trade List Annual* and *United States Catalog*. I had and used almost daily all the above including Leypold's Catalogs.

VIN. D. CATOR.

Supporting the Retailer

The prefatory page to the new spring list of Alfred A. Knopf is one that will be of interest to retailers, a plea to the reader to support the bookstore.

TO READERS OF BORZOI BOOKS

All prices in this catalog are net, but do not include cost of carriage, for which you must add 8 per cent of the published price of each book when you order direct from me. If, however, you place your order with your local bookseller, you will save this postage charge and you will have the further satisfaction of knowing that you are supporting a man or woman who is rendering a real service to your community which, frequently, is a financial sacrifice on his or her part that is just as real. For it is pretty common knowledge that there is less material gain to be derived from the sale of books than from most other lines of business endeavor.

An efficient bookseller can get you any Borzoi Book just as quickly as you can get it direct from me—and you save 8 per cent. The only reason why a bookseller could not get a book from me promptly would be that I myself happened at the time to be out of stock of it, and if this were the case *you* could not get it from me either. So determined am I to have the bookseller get the profit on Borzoi Books to which he is justly entitled, that while I cannot refuse to fill an order which you send direct to me, I shall turn over to your local bookseller the difference between the price that he would pay me for such a book and the price that I get for it from you.

All this applies only to the actual purchasing of books. It goes without saying, of course, that I shall always be glad to send you my catalogs and announcements on request, and to have your name on file here as being interested in Borzoi Books. In writing in, however, will you please specify the particular class or classes of literature in which you are especially interested.

ALFRED A. KNOPF.

AMONG THE PUBLISHERS

George H. Doran Co. has secured the important American rights for Admiral Jellicoe's book to be called "The Grand Fleet."

In an interview given to the New York *Evening Post*, Mr. Galsworthy said that the writers that he most admires are Thomas Hardy, Joseph Conrad, W. H. Hudson and John Masefield.

Old Bill, not satisfied with appearing permanently on the New York stage and having three companies on tour, has now appeared before the camera and is thus widening his circles of friends. "Fragments from France" (Putnam) is certainly one of the fortunate books that will hold over.

Rex Beach's latest story, "Too Fat to Fight," which Harper & Bros. are to bring out at an early date, is being widely advertised thru motion pictures and by the Y. M. C. A. which has given this "Y." story its official indorsement.

In his book "American Labor and the War" (Doran), Samuel Gompers, president of the American Federation of Labor, makes it perfectly plain where labor stands to-day and where it must stand tomorrow. An interesting appendix to the book contains the official record of the American Federation of Labor's policy in regard to all war issues.

A volume of poetry, entitled "The New Morning," by Alfred Noyes, is now in the printer's hands. It contains all the poems written by Mr. Noyes since the appearance of "The Lord of Misrule" in 1914. Recently Frederick A. Stokes Co. took over from Macmillan the publication of Mr. Noyes' works, which now total thirteen volumes, eleven of poetry and two of prose.

Norman Angell has chosen an apt title for his new book, "The British Revolution and the American Democracy" (Huebsch). Not its least value is that it stands as a guide for those confronted with after-the-war problems—labor unrest, demobilization, etc. As appendices it contains the British Labor Party's program and the so-called Lansbury Herald program.

Apropos of the demand for books on the "home job" voiced by the camp librarians who are in touch with returning soldiers, the J. B. Lippincott Co. is about to publish two books which should have a wide field of usefulness: "Training of a Salesman" by William Maxwell, vice-president of Thomas A. Edison, Inc., gives a workable synopsis of the art of salesmanship, and "Training for the Electric Railway Business" by C. B. Fairchild, Jr., of the Philadelphia Rapid Transit, will interest not only the ambitious youth, but administrators, and the patrons of electric railway systems.

Cupples & Leon Co. reports the first edition of "Bringing Up Father" as being over-sold, and orders are still coming in. These forty-eight new experiences of Mr. Jiggs are among the best of MacManus' cartoons.

W. L. George, the English novelist who wrote "The Second Blooming," has completed a new long novel dealing intimately with social and political conditions in England during the war, which Little, Brown & Co. will publish in this country in April under the title of "Blind Alley."

"I'm a Socialist, a Social Revolutionist, and I will be till I die—but God save us from the Bolsheviki!" said Mme. Catharine Breshkovsky, "the little grandmother of the Russian Revolution," who has been making something very like a triumphal tour of the United States. In "Yashka" (Stokes) Maria Botchkareva seems to say "Amen" to this sentiment.

In "Unchained Russia," a new volume recently publishd by D. Appleton & Co., Charles Edward Russell, member of the American Commission to Russia, gives as one explanation of the Russian attitude toward the Allied cause the fact that with the repudiation of the Czar an entirely new and quite different Russia was born, of whose existence the Allies seemed quite ignorant and for whom they showed but little sympathy and understanding.

Much has appeared in the various magazines about the conscientious objector, and most of this material has presented the viewpoint of the objector himself or that of his sympathizers. Boni & Liveright announce for publication early in March the "Conscientious Objector" by Major Walter Guest Kellogg. In this book the chairman of the Board of Inquiry for Conscientious Objectors presents his own observations on the subject, together with some recommendations as to future action in regard to this vital factor in our national well-being.

One charge against women novelists, that they do not know life at first hand, is losing its force swiftly in these days, at least in America. Rose Wilder Lane, author of "Diverging Roads," the story of a business woman, which the Century Co. will publish shortly, has certainly enjoyed that thing the psychologists call contact. Her record shows that she has earned her living since she was twelve years old, first as check girl in a telegraph office, then clerk, telegraph operator, stenographer, advertising writer, patent-medicine space buyer, seller of California land, newspaper and magazine writer, and finally novelist.

Coming Centenaries

In the issue of February 1, mention was made of some of the important centenaries of the year and the attention of wide awake booksellers was called to the fact that these occasions could be utilized in bringing about increased sales during the coming months. The list as given then was only a partial one; many other names should be added before it even approaches complete form.

Among the notable anniversaries of February were the centenary of the birth of John Ruskin, a great Englishman, and of James Russell Lowell, a great American. In June comes the centenary of Charles Kingsley, novelist and Christian Socialist; and later in the year occurs the hundredth anniversary of the birth of Mary Ann Evans, the George Eliot of literary immortality. Another noteworthy name recalled by the calendar is that of Arthur Clough, the poet and friend of Emerson. John Boydell, the printseller who became Lord Mayor of London, was also born in 1819. Boydell's "Shakespeare," a gallery to which many famous artists contributed, is no mean monument of an eighteenth-century enterprise.

Most people who will be interested in such centennial observances will recognize the following additional names given in the Indianapolis *Star:* William Wetmore Story, Queen Victoria, Julia Ward Howe, Walt Whitman, Thomas Dunn English, J. G. Holland, Charles A. Dana, Thomas A. Hendricks, Cyrus W. Field. One name not generally known, deserves special mention—William Thomas Green Morton, who played a leading part in the development and adoption of anesthetics.

"Rampant Stupidity Somewhere"

In a recent comment on Miss Delafield's latest novel, Joseph Hergesheimer takes the opportunity of making some trenchant remarks regarding book publication and distribution in general. Such criticism, coming as it does from a popular present-day writer, is sure to be received with interest, tho perhaps not with unalloyed pleasure.

It is the simple business of the novelist, so Mr. Hergesheimer says, to write such stories as he personally likes and it is the duty of the publisher to find, out of the countless number of publics, the *one* public for that particular story. It always exists. This doesn't take into consideration the price of paper, or wars, or the necessity for making a living; because there is no reason why it should; no one is forced to become a creative writer or publisher, and, deliberately assumed, certain responsibilities are automatically shouldered. You write a book in which you take pleasure, there are others who enjoy precisely that sort of thing, and the publisher does the honors. In such manner a healthy and honest relationship is established and a dependable livelihood and source of entertainment are secured.

Many books that are really good from a literary point of view and in addition can lay claim to being entertaining and worthwhile fail to "get across," to be recognized and known by the reading public. What restricts their sale? It is impossible to escape the conviction that there is a rampant stupidity somewhere. It has been whispered that the middleman, the purchaser of books for stock, is to blame. If this is so it should be shouted unrelentingly; publishing and bookselling, as sheer trades cannot be supported by best sellers alone—a modest circulation of other good books would help everyone surprisingly.

A Shorter Day for Retail Stores

A six-hour working day in large retail stores was one of the important suggestions advanced by H. C. McGowin, an executive of the John Wanamaker store, in a recent address before the Philadelphia Chamber of Commerce.

Hours from 11 a. m. to 5 p. m. would cut out unnecessary waste and make for greater efficiency of employees, he argued. In advocating the six-hour day he expressed the opinion that the health of salespeople would be greatly benefited by such a system, and that twenty-five to thirty-three per cent more merchandise would be sold, which with salespeople on a commission basis, would be advantageous to all concerned.

All the statements showed that Mr. McGowin stood for a broad-minded post-war policy. Touching upon the part which women have come to play in business, he said that the problem of what is now to be done with them is up to the individual managers of the various enterprises in which they are now engaged. It is certain that they will not be put out of business, so it is for the men to work out new fields for them and figure out just where the ability of women can best be utilized.

The policy of having the purchaser take the purchase with him, instead of having it sent, has been one of the greatest of war economies in Mr. McGowin's judgment. The old method of sending by delivery such articles as needles and spools of cotton is no longer in vogue, he declared. Partial abolition of C. O. D. was also a decidedly advantageous thing which came as a result of war-time necessity.

The publication date for Henry Van Dyke's new book, "The Valley of Vision," has been postponed by Scribner from March 7th to March 14th. Other forthcoming publications from the same house are Irene Castle's "My Husband," a collection of "Songs and Poems" by John Jay Chapman and Meredith Nicholson's novel, "Lady Larkspur," announced for March 14, and a book by Frederic C. Howe on "The Land and the Returning Soldier" which is to appear March 28th.

Boston Booksellers' Association

The third meeting of the Booksellers' School was held in Ballou Hall, Boston, on Thursday evening, February 20. Arthur E. Wetherbee of the Pilgrim Press, J. Morton De Wolfe of the De Wolfe & Fiske Co., J. M. Ryan of the Old Corner Bookstore and C. E. Lauriat, Jr., of the Charles E. Lauriat Co. were the speakers of the evening, their subject being the classification and arrangement of stock on the shelves of the bookstore.

Retail Selling Education

A conference on retail selling education formed part of the program of the National Society for Vocational Education at St. Louis, Mo., February 20 to 22. The entire program of the commercial education section on Friday afternoon was devoted to the discussion of retail selling education.

"No phase of vocational training for commercial occupations is receiving more attention at present than that for retail salesmanship," says F. G. Nichols, of the Federal Board for Vocational Education. "The number of people employed in this field and the evident lack of training facilities for those who wish to enter it justify the important place which has been accorded retail selling education in this program.

"Federal and State financial aid is now available for co-operative and continuation retail selling courses in public schools under conditions set forth by State vocational education boards and approved by the Federal Board for Vocational Education. Trained teachers are required for this work, but funds are not available to train them. Many universities are ready to establish training courses, but most of them need financial support for the necessary research work which will need to be done at the outset. Then, too, the closest possible relation between merchants and educational authorities must exist if successful teacher training is to be given. Merchants in Boston, New York, and Pittsburgh have already joined hands with their respective universities in the establishment of teacher-training courses, and it is of the utmost importance that opportunity for a full discussion of this whole subject be secured at once."

A MAP extending over seventeen pages is to be a feature of "The Aero Blue Book" which The Century Co. publishes this month. It is not to be one of those multitudinously unfolding maps which dares any ordinary human being to fold it back into its original shape and size. The map is of the great Wilson Airway extending from New York to San Francisco, and across about a third of each of the seventeen pages will be shown a section of the airway. You wish to study the air-road from New York to Mauch Chunk, and you look at one page; you wish to study the air-road from Mauch Chunk to Bloomsburg, and you turn to a further page.

New Parcel Post Regulations

Within the past month new stipulations regarding the charge on parcel post packages have been announced by the English, Australian and Mexican authorities.

Because the adjustment of duty on articles in packages received from foreign countries is tedious and necessitates the scrutiny of numbers and marks on packages, involving, in most cases, the labor of two sets of officers, the Australian postal administration has given notice that an extra charge of 6 pence per package will hereafter be levied and collected from the addressee of parcel post packages received from foreign countries, including the United States.

Word has come from Mexico announcing that a special surtax of 15% of the respective customs duties is now imposed on all goods imported or exported by parcel post. Where other surtaxes, such as the 2 per cent. port tax, are in force, they will be calculated on the net amount of the duties, excluding this new surtax.

In London postal authorities have found it necessary to impose a fee of 2 pence on each parcel post package received from abroad, this to be collected from the addressee, except with respect to packages upon which no British customs duty is payable.

BOOK-TRADE ASSOCIATIONS

Board of Trade Banquet

The annual banquet of the Stationers and Publishers Board of Trade will be given at the Hotel Commodore, New York, on Saturday evening, March 8. Among the guests of honor announced is the Rev. Dr. S. Parker Cadman. Tickets at $6 should be spoken for promptly in order to provide properly for all who come.

Ladies' Night at the Booksellers' League

A fair representation of the ladies of the New York book-trade enlivened the annual "Ladies' Night" of the Booksellers' League at the Aldine Club on Wednesday, February 19. Mrs. Sophie Kerr Underwood, of the *Woman's Home Companion*, gave a delightfully witty address on the literature of the war as revealed in the comments and recommendations that appeared in the form of notices to the public on railroad tickets, window posters and dead walls anywhere. Major Rupert Hughes, who was on duty as Government censor of books for the soldiers and sailors, gave a good account of his work and told quite frankly of the various psychological reasons for banning certain titles as unfit or unsuited to the men in the service. A dance followed as the finale of an enjoyable evening. The menu card, presented by the Penn Publishing Co., was embellished with Coles Phillips' graceful drawing of the heroine of the "Tin Soldier" and her adorable cat, an effective souvenir of the occasion.

CHANGES IN PRICE

DOUBLEDAY, PAGE & CO.

Complete Prose by Walt Whitman, now $2.00 per volume.

PHILIP GOODMAN

Damn! by H. L. Mencken, 90c., now $1.25.
In Defense of Women by H. L. Mencken, $1.35, new edition (now on press), $1.50.
Bottoms Up by George Jean Nathan, 75c., now 90c.

ISAAC PITMAN & SONS

Bookkeeping Simplified, by F. J. Ney, now $1.50.
Pitman's Commercial Spanish Grammar, by C. A. Toledano, now $1.25.
"Pitman's Shorthand Weekly" Volumes, now $2.00.

LITTLE, BROWN & CO.

Alcott, Louisa M., Little Women Series, 8 vols., reg. ed., $1.50 per vol.
Blaisdell, E. A. and M. F., Boy Blue Series, 9 titles, trade ed., 60c. each.
Mind and Health Series, 5 titles, $1.35 each.

CHANGES IN EDUCATIONAL LIST

Blaisdell, E. A. and M. F., Boy Blue Series, 7 titles, school ed., 48c. each.
Alcott, Louisa M., Reader, 60c.
Alcott, Louisa M., Story Book, 50c.
Doheny, Margaret, Play Awhile, 60c.
Dyer, Ruth L., Stories from a Mousehole, 60c.
Meyer, Zoe, Outdoor Book, 48c.
Murray, Clara, Wide Awake First Reader, 40c.
Murray, Clara, Wide Awake Second Reader, 44c.
Murray, Clara, Wide Awake Third Reader, 50c.

COMMUNICATION
A Billy Sunday Jacket

Editor, PUBLISHERS' WEEKLY:

Your issue of the 15th inst. had an interesting article on Jackets, copied from the New York *Sun*.

The article prophesies that we will live to see Bibles with a jacket by Billy Sunday. Here is a case where prophecy is outstripped by actual facts, because many booksellers thruout the country have for some time been showing the Scofield Reference Bible with a jacket, and altho the same is not by Billy Sunday, it does have his endorsement of this Bible printed on it.

OXFORD UNIVERSITY PRESS,
American Branch.

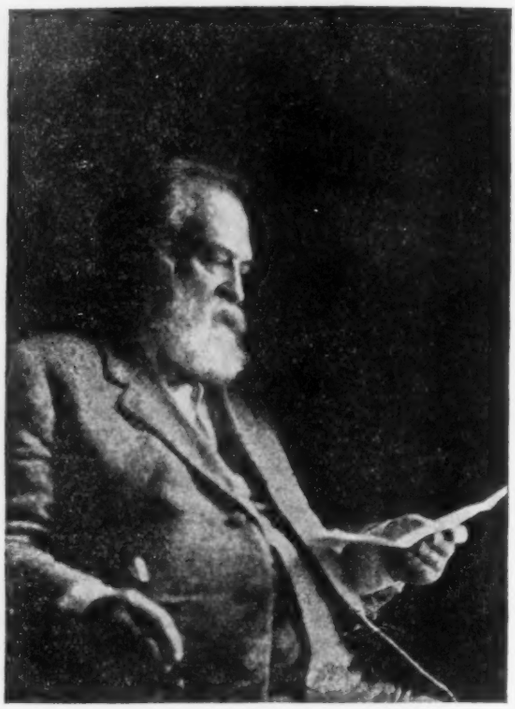
Personal Notes

FRED DEVILBISS, assistant manager of the book department at The White House, San Francisco, has severed his connection there and will hereafter be buyer and manager for Newbegin's.

Obituary Notes

WILLIAM SPON, one of the founders of the London publishing firm of E. & F. N. Spon, Ltd., died at his home in Sussex on Thursday, January 16, in his eighty-sixth year. At the time of his death Mr. Spon was chairman of the directors of the firm which he helped to found.

CAPTAIN THEODORE DE BOOY, archaeologist and explorer of previously unknown regions of Santo Domingo and Venezuela, died recently at his home in Yonkers, N. Y. Besides being a traveler in out-of-the-way lands, Captain De Booy was the author of "The Newly Acquired Virgin Lands of the United States and the British Virgin Lands" (1918).



DR. CARUS OF OPEN COURT PUBLISHING CO.

DR. PAUL CARUS, editor of the *Monist* and the *Open Court*, died at his home in La Salle, Ill., on February 11. He published a large number of philosophical, scientific and religious works in prose and in poetry. He was an indefatigable worker and a scholar of recognized authority in the science of comparative religions. He was a member of the Royal Asiatic Society of Great Britain and Ireland and the Buddhist Society. His translation of the Gospel of Buddha is in its twenty-seventh edition and has been adopted as a textbook in many of the schools of India and Ceylon.

Business Notes

LEWISTON, IDAHO—The firm of Thatcher & Kling has dissolved business.

LOS ANGELES, CAL.—Dawson's Book Shop has sustained a fire loss.

ST. JOHNSBURY, VT.—Fred W. Taylor's business has been bought by John F. White.

NEW YORK CITY—Nicholas L. Brown formerly of Philadelphia, is now located at 80 Lexington Ave., corner of Twenty-sixth St.

NEW YORK CITY—National Text Co. has been incorporated for publishing and photographing; capital, $500,000; E. D. Deremer, M. L. Connes, J. E. Worthington, Jr., 28 East Eleventh Street.

WASHINGTON, D. C.—Luther M. Cornwall, for many years with W. H. Lowdermilk & Co., has purchased the second-hand book business of Daniel Schiller, at 227 Pennsylvania Ave., and will conduct the business at the same address, specializing in Americana, choice books and Government publications.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Ts. (32mo: 12½ cm.) Fs. (48mo: 10 cm); sq., obl., nar., designate square, oblong, narrow.

Abbott, Wilbur Cortez
Colonel John Scott of Long Island, 1634(?)-1696. 93 p. O '18 New Haven, Ct., Yale Univ. bds. $1.25
Biography of Colonel John Scott with information concerning European and Colonial seventeenth century affairs.

Abd al-Baha ibn Baha Allah
Some answered questions; collected and tr. from the Persian by Laura Clifford Barney. 2d ed. 14+350 p. O '18 Chic., Bahai Pub., box 283. $1.75

Allen, Frank Waller
The great quest. 34 p. S [c. '18] Springfield, Ill., Springfield Coll. of Music and Allied Arts. 75 c. n.

American Jewish Historical Society
Publications, no. 26. 402 p. O '18 N. Y., Am. Jewish Hist. Soc., 38 Park Row. $3.25 n.

Austin, F. Britten
According to orders. 350 p. D [c. '17-'19] N. Y., Doran. $1.50 n.
Collection of short stories presenting the German mind under the stress of war. *Partial contents:* Zu befehl; In the Hindenburg Line; Nach Verdun; The sea devil.

Bailey, Henry Christopher
The highwayman. [New ed.] 6+308 p. D ['18] N. Y., Dutton. $1.60 n.

Barnard, James Lynn, and Evans, Jessie C.
Citizenship in Philadelphia. 376 p. il. D [c. '18] Phil., J. C. Winston Co., 1006 Arch St. $1 n.

Beach, Rex Ellingwood
Too fat to fight; with il. by T. D. Skidmore. 54 p. pls. D [c. '19] N. Y., Harper. bds. 60 c. n.
Story of a fat man who goes across the seas with the Red Triangle and wins the Croix de Guerre.

Best, Thomas R.
Back-yard gardening for business men. 125 p. diagrs. D [c. '17] Phil., David McKay, 604 S. Washington Sq. 75 c. n.
Published in 1917 by Street & Smith.

Blasco Ibañez, Vicente
The cabin (la barracca); tr. from the Spanish by Francis Haffkine Snow and Beatrice M. Mekota; with an introd. by John Garrett Underhill. [New ed.] 360 p. D c. '17-'19 N. Y., A. A. Knopf. $1.50 n.

Bogadek, Francis Aloysius
Pocket edition of Croatian-English dictionary, with correct pronunciation. 512 p. S Milwaukee, Trade supplied by C. N. Caspar Co. $1.25 n.

Bradish, Prudence
Mother-love in action. 11+242 p. D [c. '19] N. Y., Harper. $1.35 n.
Suggestions to parents concerning the bringing up of children.

Brailsford, Henry Noel
The covenant of peace; an essay on the League of Nations; with an introd. by Herbert Croly. 32 p. D c. N. Y., Huebsch. pap. 25 c.

Brand, Max
The untamed. 4+374 p. D c. N. Y., Putnam. $1.50 n.
Western story of the feud between the outlaw, Jim Silent, and Whistling Dan, the untamed.

Browning, Robert
Browning for the trenches; selections. 32 p. D '18 Bost., Bost. Browning Soc. 60 c.

C—, Feldwebel
The diary of a German soldier. 251 p. D c. N. Y., A. A. Knopf. $1.50 n.
Account of what a German non-commissioned officer saw of Prussian militarism on the Eastern and Western fronts.

Bearrood, John
Dele of Torpens historie fra den ældste indvandring til vor tid. Egrt. forlag. 32 p. T c. '18 Luck, Wis., J. Bearrood, R. R. no. 2. pap.

Beem, Frances, il.
Three little pigs. 64 p. il. S (Bye-lo ser.) '18 Chic. and N. Y., Rand, McNally. bds. 25 c. n.

Besant, Mrs. Annie Wood
Marriage as it was, as it is and as it should be; with foreword by Bertuccio Danteno. 61 p. S c. '19 Seattle, Wash., Crucible Pub., 1330 First Ave. pap. 25 c.

Bettex, Frédéric
The miracle; tr. from the German by H. M. 2d ed. 121 p. D '18 Burlington, Ia., Lutheran Literary Bd. pap. 50 c.

Bird, Harold Stirling, and Grimes, Arthur Middleton
Lining and loading cars of potatoes for protection from cold. 26 p. il. O (U. S. Dept. of Agric. Bu. of Markets doc. 17) '18 Wash., D. C., Gov. Pr. Off.

Bonsteel, Jay Allan
Soils of southern New Jersey and their uses. 78 p. il. maps (part fold. and col.) O (U. S. Dept. of Agric. bull. 677) '18 Wash., D. C., Gov. Pr. Off.

Bromwell, Henry Pelham Holmes
On Buena Vista's field; and other early poems. 62 p. por. S c. '18 Denver, Colo., E. Bromwell, 646 Williams St. (priv. pr.) (50 copies)

Cadillac Motor Car Company
Manual of adjustment, repair and lubrication, type 57 for shop use. 8+157 p. il. O '18 Detroit, Mich., Cadillac Motor Car Co. $1

Callinicos, Rev. Constantine
The Greek orthodox church; with a preface by G. E. C. Welldon. 9+59 p. D '18 N. Y., Longmans. $1.25 n.

Calvert, John Betts
Men who have meant much to me. 223 p. D c. N. Y. and Chic., Revell. $1.25 n.

Camp, Walter
Keeping fit all the way; how to obtain and maintain health, strength and efficiency; il. with many photographs taken under the direction of the author. 209 p. il. D [c. '19] N. Y., Harper. $1.35 n.
System of physical culture for men.

Chordal, pseud.
The battery commander; a primer of field artillery fire. 61 p. figs. T '18 c. '19 Hamilton, O., North & Co. [711 Rentschler] $1

Clouston, Joseph Storer
The man from the clouds. 292 p. D [c. '19] N. Y., Doran. $1.50 n.
Spy story in which two men in an observation balloon drop onto the Island of Ransay in the North Sea when a wild naval conspiracy is in progress.

Cocayne, Edith K.
Sue McFarland, schoolmarm. 55 p. D ['18] Balt., Saulsbury Pub. $1
Story of a girl who leaves home to teach school in the West.

Connor, Ralph [pseud. for Maj. Charles William Gordon]
The sky pilot in No Man's Land. 349 p. D [c. '19] N. Y., Doran. $1.50 n.
Story of a Westerner meeting the supreme test at the battle front.

Cushing, Harry Cooke, Jr.
Standard wiring for electric light and power as adopted by the fire underwriters of the United States in accordance with the national electrical code, with explanations, il. and tabs. necessary for outside and inside wiring and construction for all systems; together with a special section on house wiring. [25th year, 1919, 25th ed.] 368 p. diagrs. S [c. '19] N. Y., H. C. Cushing, Jr., 8 W. 40th St. $1.50

Dawson, Coningsby William
Living bayonets; a record of the last push. 221 p. D c. N. Y., J. Lane. $1.25 n.
Account of what the coming of the Americans to the Western Front meant to the French and British soldiers.

Dixon, Thomas
The way of a man; a story of the new woman; il. by Stockton Mulford. 294 p. pls. D c. N. Y., Appleton. $1.50 n.
Romance of twentieth century New York in which a cultured woman, editor of a radical magazine, tries to free mankind from the bondage of convention.

Egan, Maurice Francis
Ten years near the German frontier; a retrospect and a warning. 364 p. pls. pors. O [c. '19] N. Y., Doran. $3 n.
Author, who for ten years was United States Minister to Denmark, gives an account of Prussian policy and activity in that country. Index.

Elder, Orville, i. e., John Orville
Mickey Peck; a novel. 208 p. D [c. '18] Bost., Roxburgh Pub. [61 Court St.] $1
Story of a little bootblack who was stolen from his home when a baby and after years is found by his family.

Ellis, Elsworth, and Ellis, Everett
The sacrifice; a tragic drama. 57 p. D ['18] Balt., Saulsbury Pub. $1

Ferrara, Oreste
Lessons of the war and the peace conference; auth. tr. from the Spanish by Leopold Grahame. 11+252 p. D c. N. Y., Harper. $1.50 n.
Gives information concerning the political, geographical, economic and ethnological conditions of continental Europe, and an analysis of the international problems arising out of the war with suggestions for their solution. Author is professor of public law, National University of Havana.

Fish, A. H., and Huskesson, Edward [Fowl, pseud.]
The third Eve book; drawings by Fish; written and designed by Fowl; reproduced from and with the kind permission of "The *Tatler*." 65 p. O N. Y., J. Lane. bds. $1.50 n.

Fish, A. H., and Lavington, Margaret
The Noah's ark book by Fish; rhymes by Fish and Margaret Lavington. 55 p. col. il. O [n. d.] N. Y., J. Lane. bds. $1.50 n.
Full page illustrations in color each with explanatory verse.

Fossum, Andrew
The Norse discovery of America. 160 p. front. il. O '18 c. Minneapolis, Augsburg Pub. Ho. $1 n.

Chamberlayne, Charles Frederic
Hand book on evidence. 1054 p. O c. Albany, N. Y., M. Bender. $12

Christian Science Publishing Society
Security; Conquest of fear, A Mother's victory, Home, A word of cheer to a United States soldier; reprinted from the *Christian Science monitor* and the *Christian Science sentinel*. 32 p. Tt. [c. '18] Bost., Christian Science Pub. Soc. pap. 4 c.

Clark, Charles S.
Clark's car load grain tables. 8th ed., rev. and enl. 40 p. O c. '18 Chic., Grain Dealers Journal, 1918. $2.50

Crawford, Thomas Dwight
Digest of the decisions of the Oklahoma and Indian Territory courts. 6 v. v. 6. Q St. Louis, F. H. Thomas Law Bk. Co., 209 N. 3d St. $15

Curtis Publishing Company
The farm market. 68 p. maps diagrs. D '18 c. Phil., Curtis Pub., Independence Sq. pap.

Diller, Joseph Silas
The volcanic history of Lassen Peak, Lassen volcanic national park, California; with an introductory note on the National park. 14 p. il. map O '18 Wash., D. C., Gov. Pr. Off.

Drake-Ballard Company
Canada and the future. 16 p. O c. '18 Minneapolis, Drake-Ballard Co. pap.

Eatough, Harry
Jim Morgan's last chance. 26 p. por. D [c. '18] Balt., Saulsbury Pub. 50 c.

Eberlein, Harold Donaldson
The seventeenth century Connecticut house. 13 p. il. Q (Architectural monographs) c. [St. Paul, White Pine Bu.] pap. gratis

Exner, Max Joseph, M.D.
Friend or enemy. 32 p. T N. Y., Assn. Press. pap. 10 c.

Felter, William L.
Historic Green Point; a brief account of the beginning and development of the northerly section of the Borough of Brooklyn, City of New York, locally known as Green Point. 61 p. il. pors. O [Brooklyn, N. Y., Green Point Savings Bank, 807 Manhattan Ave.]

Fox, Herbert
Elementary bacteriology and protozoölogy for the use of nurses; with 68 engravings and six col. pls. 3d ed., thoroughly rev. 222 p. O (Nurses text book ser.) Phil., Lea. & F. $1.75

Fuller, Charles Edward, and Johnston, William Atkinson
Applied mechanics. v. 2. 11+556 p. figs. O N. Y., Wiley. $3.75 n.

Gambier, Kenyon
The white horse and the red-haired girl. 290 p. D [c. '19] N. Y., Doran. $1.50 n.
Romance of an English girl and an American man in Belgium during war time.

Geiser, Karl Frederick
Democracy versus autocracy; a comparative study of governments in the world war. 8+94 p. D [c. '18] N. Y., Heath. 60 c.

Gibbs, George Fort
The black stone; il. by [author]. 7+357 p. pls. D c. '18-'19 N. Y., Appleton. $1.50 n.
Adventure story concerning the struggles of Allan Jessup, a young American millionaire, and Captain von Hengel, a German spy, to get possession of the famous stone of Mecca.

Gillies de Bischoff, Clara
El lector primero; il. de Lucy Hamilton de Aring. 159 p. D (Lectores progesivos de Appleton) c. N. Y., Appleton. bds. 35 c.

Gompers, Samuel
American labor and the war. 377 p. O [c. '19] N. Y., Doran. $1.75 n.
Collection of author's principal addresses during the period of the recent war showing the wholehearted support which has been given by labor to the government. Author is president of the American Federation of Labor.

Gorgas, Mrs. Annie Gaskin Stewart [Forget-me-not, pseud.]
Half three score years and ten. 205 p. D [c. '18] Bost., Roxburgh Pub. $1.25
Biographical story together with sketches in verse and prose.

Hess, Julius Hays
Principles and practice of infant feeding. 12+338 p. il. forms diagrs. O '18 c. Phil., F. A. Davis Co., 1914 Cherry St. $2 n.

Hill, Oscar Armstrong
Familiar talks on sermon building. 96 p. D '18 c. N. Y. and Chic., Revell. 75 c. n.

Hutchinson, Eleanor W.
Le chevalier de Blanchefleur; et autres pièces. six petites comédies. 4+131 p. il. S (Heath's modern language ser.) [c. '19] N. Y., Heath. 48 c.

Irving National Bank
Commercial map of Latin America; with index of names, population and trade statistics. 39 p. fold. map O c. N. Y., Irving Nat. Bank, Woolworth Bldg.

Jenkins, Rev. Burris Atkins
The Protestant. 203 p. '18 c. Chic., Christian Century Press, 700 E. 40th St. $1.35 n.

Jennings, Wilfred T.
Sam Wiggins' excursion into society. 57 p. por. D ['18] Balt., Saulsbury Pub. $1
Humorous novelette.

Jones, William R.
Fighting the Hun from saddle and trench, by [author], known among his comrades as "Lucky Bill," no. 59 of the Royal Canadian dragoons. 281 p. il. pls. pors. D [c. '18] Albany, N. Y., Aiken Bk. Co. $1.40

Kaye-Smith, Sheila
The challenge to Sirius. 7+442 p. D '18 N. Y., Dutton. $1.90 n.
Story of the forces that shaped a man's life leading him from a little village in Sussex to London, then thru the American Civil War, into the forests of Yucatan and finally back to Sussex.

Kealing, Ethel Black
A princess of the Orient. 316 p. por. O [c. '18] [Bost., Christopher Press.] $1.50

Kruszka, W.
Historya Polika w Ameryce [History of the Polish in America]. 13 v. S Milwaukee, Wis., Trade supplied by C. N. Caspar Co. ea. 60 c. n.

Gardner, Max William
Anthacnose of cucurbits. 68 p. (3 p. bibl.) il. pls. diagrs. O (U. S. Dept. of Agric. bull. no. 727) Wash., D. C., Gov. Pr. Off.

Gibbons, William H.
Logging in the Douglas fir region. 256 p. il fold. map diagrs. O (U. S. Dept. of Agric. bull. 711) '18 Wash., D. C., Gov. Pr. Off.

Goldman, Edward Alphonso
The rice rats of North America. (Genus Oryzomys). 100 p. pls. maps O (U. S. Dept. of Agric. Bu. of Biological Survey. North American fauna 43) '18 Wash., D. C. Gov. Pr. Off.

Gordon, William Alexander
The killing of Adam Caperton by Indians at "Estill's defeat" near Mt. Sterling, Kentucky, 22 March, 1782; sketch of the Caperton family, will of Hugh Caperton of "Elmwood," genealogy of Hugh Caperton of "Elmwood." 61 p. pors. O [c. '18] [Louisville, Ky.] J. P. Morton & Co., 422 W. Main St. pap. (not for sale) (100 copies)

Gore, Julian
Jokes, some more; a collection of several hundred of the best world war conundrums and funny stories. 64 p. il. por. S [c. '18] Wash., D. C., Julian Gore, 32d and S. Sts., N. W. pap. 25 c.

Griffith, Helen Sherman
Her service flag; a comedy in one act. '18 c. Phil., Penn Pub. pap. 15 c. n.

Guaranty Trust Company of New York
The new revenue law; revenue act of 1918. 223 p. D [c. '19] N. Y., Guaranty Trust Co. of N. Y. pap.

Guy, Peter
The true story of Yankee Doodle. 11 p. O [c. '19] [Minneapolis, Colwell Press, 415 Third Ave.] 25 c.

Heller, Walter Stern
Analysis of package labels. 61—72 p. pls. O (Pubs. in psychology) Berkeley, Cal., Univ. of Cal. pap. 15 c.

International Harvester Co. of New Jersey
The liberty book. 92 p. il. O '18 Chic., International Harvester Co. of N. J. Agric. Extension Dept., Harvester Bldg. pap. 10 c.

James, Edwin Warley, and others
Drainage methods and foundations for county roads. 86 p. il. pls. plans diagrs. O (U. S. Dept. of Agric. bull. 724) Wash., D .C., Gov. Pr. Off.

Jenkins, Minnie Kimball, and Hendrickson, Norman
Accuracy in commercial grading of opened eggs. 27 p. col. pls. diagrs. O (U. S. Dept. of Agric. bull. 391) '18 Wash., D. C., Gov. Pr. Off.

Joffe, Eva
Rural school attendance in Alabama. 24 p. map tabs. O '18 N. Y., Nat. Child Labor Committee. pap. 5 c.

Kelly, Rev. M. V.
The Baltimore catechism with explanation. 3d ed. 155 p. T Chic., J. P. Daleiden Co., 1530 Sedgwick St. pap. 10 c.
The first communicant's catechism. 24 p. T Chic., J. P. Daleiden Co. pap. 5 c.
In English, French, Spanish, Polish, Bohemian and Slovenian.

Kruszka, Wenceslaus
Dar rzadzenia ludzmi. 114 p. D '18 Toledo, O., A. A. Paryski. pap. 25 c.

Lamm, Henry
Wit, wisdom and philosophy; selected and arranged by Fred C. Mullinix. 218 p. O [c. '18] [St. Louis, F. H. Thomas Law Bk. Co., 209 N. 3d St.] $3.50

Lauzanne, Stephane Joseph Vincent
Francis batalladora. Versión Castellana del original Francés por José F. Godoy. 9+258 p. D '19 c. '18 N. Y., Appleton. $1.50 n.

Legnano, Giovanni da
Tractatus de bello, de represaliis et de duello; ed. by Thomas Erskine Holland. 33+458 p. (bibls.) pl. Q (Carnegie Endowment for International Peace. Div. of International Law) N. Y., Oxford Univ. $13
Includes collotype of the Bologna manuscript with text of same and translation; also a reproduction of the first edition of the work.

LeRoy, Eugène
Jacquou the rebel (Jacquou le croquant); tr. by Eleanor Stimson Brooks. 12+415 p. D (Lib. of French fiction) [c. '19] N. Y., Dutton. $1.90 n.
Story of rural life in the village of Périgord.

Lewys, Georges
The "charmed American" (François l'Américain); a story of the Iron Division of France. 328 p. por. D c. N. Y., J. Lane. $1.50 n.
Experiences of a Franco-American who fought with the Iron Division of the French army for thirty-two months.

Lindsay, Gertrude Ann, comp.
Thought chimes. 73 p. T [c. '19] Detroit, Mich., A. A. Lindsay Pub. $1

McArthur, Peter
The red cow and her friends. 287 p. D c. N. Y., Lane. $1.50 n.
Sketches of rural life by a well-known Canadian humorist.

Mármol, José
Amalia; a romance of the Argentine; tr. from the Spanish by Mary J. Serrano. 11+419 p. D [c. '19] N. Y., Dutton. $2 n.
Romance of Argentina about the middle of the nineteenth century when the people were struggling against the tyranny of the military dictator, Rosas.

Maud, Mrs. Renée Elton
One year at the Russian court: 1904-1905. 8+222 p. pls. por. O '18 N. Y., J. Lane. $3 n.
Record of a year spent at the court of the Czar, giving an account of famous people met there, of dinners, dances, picnics, excursions, etc.

Maxwell, William Babington
The mirror and the lamp. 442 p. D [c. '18] Indianapolis, Bobbs-Merrill. $1.75 n.
Story of a clergyman who, with the triumph of his love for the wife of a brutal labor leader, loses his faith in religion.

Mearns, Hughes
The vinegar saint; il. by Ralph L. Boyer. 419 p. pls. D c. Phil., Penn. Pub. $1.50 n.
Story of a young American girl in her 'teens.

Michigan State Normal College. Training Dept. Library
A graded list of library books for the elementary and intermediate schools; arranged by E. V. Andrews. 10 p. O (Bulletin 3) Ypsilanti, Mich., Mich. State Normal Coll. pap.

Millar, Adam Vause, and others
Descriptive geometry. 10+161 p. diagrs. D '18 Madison, Wis., Tracy & Kilgore. $2

Morton, Guy Eugene
The enemy within. 315 p. D ['18] Balt., Saulsbury Pub. $1.50
Story of intrigue and the secret service.

Mysterious (The) forces of civilization; written in Persian by an eminent Bahai philosopher; tr. by Johanna Dawud. 2d ed. 131 p. O c. '10 Chic., Bahai Pub. $1.25 n.

Newbolt, Sir Henry John
Submarine and anti-submarine; with a col. front. and 20 full-page il. by Norman Wilkinson. 8+312 p. D N. Y., Longmans. $2.25 n.
Collection of stories of the submarine campaign.

Lammers, Sophia Josephine
A provisional list of Nebraska authors. 60 p. O (Bibliographical contributions) '18 Lincoln, Neb., Univ. of Neb. pap. 50 c. n.

Lansing, Robert
El prusianismo; discurso, 10 de junio de 1918. 13 p. O '18 Wash., D. C., Gov. Pr. Off.

Lanyon, Walter Clemow
Embers. 62 p. O [c. '18] [Newark, N. J., I. C. Van Gundy, 671 Broad St.] pap. 60 c.

Lewis, Frank Grant
A sketch of the history of Baptist education in Pennsylvania. 42 p. O Chester, Pa., Crozer Theological Seminary. pap. 50 c.

Libby, Frederick J.
Military training in the making of men. 15 p. O [n. d.] Wash., D. C., Am. Union against Militarism, 203 Westory Bldg. pap.

Lithuanian Societies Acting Committee of Greater New York
Laisven bezengiant; Amerikos Lietuviu visuotiuojo Seimo protokolas ir Paveikslutas Aprasymas. 79 p. il. pors. O [n. d.] N. Y., Paul Mulevicius, 458 Grand St. pap. 75 c.
Lietuviu demonstracija Didgiajame New Yorke, liepos 4d., 1918. Isleido Didziojo New Yorko lietuviu draugiju veikiantysis komitetas redagavo J. O. Sirvydas, spaudon tvarke ir sustate P. Mulevicius ir M. Milukas. 64 p. il. pors. music O '18 c. Brooklyn, N. Y., Lithuanian Societies Acting Committee of Greater N. Y., 458 Grand St. pap. 25 c.

McAtee, Waldo Lee
Food habits of the mallard ducks of the United States. 36 p. pl. tabs. O (U. S. Dept. of Agric. bull. 720) '18 Wash., D. C., Gov. Pr. Off.

McJunkin Frank Adam
Clinical microscopy and chemistry. 470 p. il. col. pls. O Phil., Saunders. $3.50

Martin, Edward Sandford
Abroad with Jane. 119 p. pl. D '18 [Bost., U. B. Updike] (priv. pr.)

Moorhouse, Llewellyn Alexander, and others
Farm practice in growing sugar beets for three districts in Colorado 1914-15. 60 p. il. map diagr. O (U. S. Dept. of Agric. bull. 726) '18 Wash., D. C., Gov. Pr. Off.

Nasmith, George William
Universal military training and democracy. 14 p. il. O [n. d.] Wash., D. C., Am. Union against Militarism. pap.

O'Donnell, Capt. Eugene Edward
Manual for the guidance of apprentices on training ships. 261 p. col. front. il. (part col.) S '18 Bost., Yachtsman's Guide, 134 Milk St. (not for sale)

Oliver, R. Mill
Verses by a soldier "over there." 32 p. D '18 c. San Francisco, J. J. Newbegin, 149 Grant Ave. bds. 75 c.

Olsson, Anna
Angelns gava, med flera berättelser för barn. 194 p. D '18 Rock Island, Ill., Augustana Bk. Concern. 30 c.

Parker, Sir Gilbert, i. e., Horatio Gilbert
Wild youth and another; with il. by Frank B. Hoffman. 290 p. pls. D c. Phil., Lippincott. $1.50 n.
Two novelettes of life in the Canadian Northwest. *Contents:* Wild youth; Jordon is a hard road.

Peabody, Henrietta C., ed.
Homemakers' questions and answers; a ready reference for those who are building, remodeling, furnishing, decorating or gardening; il. by Harry Irving Shumway. 8+133 p. plans S [c. '18] Bost., Atlantic Monthly Press. $1

Peel, Dorothy C. Bayliff [Mrs. Charles S. Peel], and Kriens, Ivan
The victory cookery book; with a foreword by J. R. Clynes. 7+254 p. D '18 N. Y., J. Lane. $1.50 n.

Peters, Charles Adams
The preparation of substances important in agriculture; a laboratory manual of synthetic agricultural chemistry. 3d ed. 7+81 p. D '19 N. Y., Wiley. 80 c.

Quayle, William Alfred, Bp.
The throne of grace; a volume of personal prayers with a prelude. 117 p. T [c. '19] N. Y. and Cin., Meth. Bk. Concern. 75 c. n.

Quick, Herbert i. e. John Herbert
The Fairview idea; a story of the new rural life. 285 p. D [c. '19] Indianapolis, Bobbs-Merrill. $1.50 n.
Story of a rural community showing the possibilities in up-to-date farm life.

Roberts, Howard Armstrong
Commercial poultry raising; a thoroughly practical and complete reference work for the amateur, fancier or general farmer; especially adapted to the commercial poultryman; containing a description of all recognized breeds of fowls, including turkeys, ducks, geese and pigeons; special chapters on artificial incubation and brooding, diseases of poultry and their treatment, breeding for increased egg production, feeding formulas, fattening and marketing, also numerous working plans and descriptions of the most improved types of houses, yards, labor-saving appliances and equipment generally; with over 300 illustrations. 18+582 p. O '18 c. Phil., McKay. $2.50 n.

Robinson, Edwin Meade [Ted Robinson]
Mere melodies [verse]. 200 p. D [c. '18] Phil., McKay. $1.25 n.
Partly reprinted from various periodicals.

Roupnel, Gaston
Nono: love and the soil; tr. by Barnet J. Beyer. 8+272 p. D (Lib. of French fiction) [c. '19] N. Y., Dutton. $1.90 n.
Story of life in the winegrowing district of Burgundy.

Rupert, Greenberry G.
The Book of the law found again; the key that openeth and no man shutteth. 2 v. pors. fold. pl. fold. tab. D [c. '16-'18] Britton, Okla., Union Pub. $2

Shaw Bu. of Business Standards
A report on the profitable management of a retail lumber business; this report is based on an investigation of 491 retail lumber yards in 38 states and Canada. It contains tested plans, methods, and policies for increasing sales, cutting overhead, finding costs, keeping records and maintaining profits. 5 v. il. forms tabs. plans (1 fold.) Q Chic., A. W. Shaw Co. pap. $12.40
Consists of five sections assembled in a black keratol case.

Parsons, George Whitwell
A thousand mile desert trip and story of the "Desert sign post." 16 p. il. O '18 Los Angeles, Cal. [Times Mirror Pr. & Binding Ho., 118 S. Broadway]

Ringer, Paul Henry
Clinical medicine for nurses. 8+286 p. il. diagrs. D '18 c. Phil., F. A. Davis Co. $2 n.

Rixford, Gulian P.
Smyrna fig culture. 48 p. il. O (U. S. Dept. of Agric. bull. 732) '18 Wash., D. C., Gov. Pr. Off.

Roberts, Lydia, and Miller, Elizabeth Wilhelmina
Cheap homemade soybean meal for diabetics. '18 Balt., Am. Home Economics Assn., 1211 Cathedral St. 10 c.

Roy, Pierre-Georges
Sieur de Vincennes identified. 130 p. (2½ p. bibl.) por. O (Ind. Historical Soc. pubs. v. 7, no. 1) [n. d.] Indianapolis, Ind. Historical Soc. pap. 50 c.

Ruffin, Thomas
Papers; collected and ed. by J. G. de Roulhac Hamilton. v. 1. 54 p. il. O '18 Raleigh, N. C., N. C. Historical Commission.

Saint Basil's hymn book. Rev. ed. 267 p. T J. P. Daleiden Co. 25 c.

Saint Basil's hymnal. Rev. ed. 350 p. O '18 Chic., J. P. Daleiden Co. $1

Sajous, Charles Euchariste de Médicis
The internal secretions and the principles of medicine. 8th ed. 2 v. il. (part col.) pls. (part col.) O '18 c. Phil., F. A. Davis Co. $14 n.

Schroeder, Theodore Albert
Law of blasphemy; the modern view exhibited in model instructions to a jury. 18 p. O N. Y., Free Speech League. pap. 15 c.

Seerey, Daniel F.
Small sawmills, their equipment, construction, and operation. 68 p. O (U. S. Dept. of Agric. bull. 718) '18 Wash., D. C., Gov. Pr. Off.

Sheerin, William R.
The text book of Wall Street. 2d ed. 40 p. O c. '19 N. Y., H. A. Riley & Co., 20 Broad St. pap.

Slingerland, William Henry
Child welfare work in Oregon; a study of public and private agencies and institutions for the care of dependent, delinquent and defective children. 7+131 p. il. O (Bulletin) '18 Salem, Ore., Univ. of Ore. pap. 8°

Smith, Percy Frazer
Memory's milestones; reminiscences of seventy years of a busy life in Pittsburgh. 292 p. pors. Q '18 c. [Pittsburgh, Pa., P. F. Smith, Court House] $5

South Dakota. Bu. of Education
The educational system of South Dakota. 12+304 p. il. tabs. O (Bulletin) '18 Wash., D. C., Gov. Pr. Off. pap. Supt. of Doc. 25 c.

Souvenir album of Jesuit colleges and universities in the United States. 39 p. col. il. obl. Tt Chic., Hermann Post Card Co., 4333 N. Lincoln St.] pap. gratis

Sowards, Moses Weldon
World war poems. 47 p. O '18 c. Lexington, Ky., 218 S. Limestone St. $2

Sparhawk, William Norwood
Effect of grazing upon western yellow pine reproduction in central Idaho. 31 p. pls. O (U. S. Dept. of Agric. bull. 738) '18 Wash., D. C., [Gov. Pr. Off.]

Springer, Fleta Campbell
Gregg; a novel. 309 p. D [c. '19] N. Y., Harper. bds. $1.50

Psychological mystery story of a man, a product of the present reconstruction period of American life, who was not understood.

Stein, Evaleen
Our little Celtic cousin of long ago; being the story of Ferdiad, a boy of Ireland, in the time of Brian Boru; il. by John Goss. 12+125 p. col. front. pls. D (Little cousins of long ago ser.) '18 Bost., Page Co. 60 c.

Stitt, Edward Rhodes, M.D.
The diagnostics and treatment of tropical diseases. 3d ed. rev. 16+534 p. il. D Phil., Blakiston. $2

Stringer, Arthur John Arbuthnott
The man who couldn't sleep; being a relation of the divers strange adventures which befell one Witter Kerfoot when, sorely troubled with sleeplessness, he ventured forth at midnight along the highways and byways of Manhattan; front. by Frank Snapp. 351 p. D [c. '19] Indianapolis, Bobbs-Merrill. $1.75

Story of a midnight excursion in New York resulting in very unusual adventures and ending in a romance.

Tippy, Worth Marion
The church and the great war. 139 p. D '18 c. N. Y. and Chic., Revell. $1 n.

Verrill, Alpheus Hyatt
How to operate a motor car; with an alphabetically arranged chapter devoted to car troubles, their causes and remedies. 136 p. figs. D [c. '18] Phil., McKay. 75 c. n.

Waters, Henry Jackson, and Elliff, Joseph Doliver
Agricultural laboratory exercises and home projects adapted to secondary schools. 6+218 p. il. tabs. Q Bost., Ginn. 96 c.

Webber, W. Paul, and Plant, Louis Clark
Introductory mathematical analysis. 13+304 p. D N. Y., Wiley. $2 n.

Welles, Harriet
Anchors aweigh; with an introd. by Josephus Daniels. 11+275 p. pls. D c. '17-'19 N. Y., Scribner. $1.50 n.

Collection of short stories of the navy. *Partial contents:* In the day's work; The admiral's birthday; Between the treaty ports; The admiral's hollyhocks.

Willis, Prior F.
A practical manual of oxy-acetylene welding and cutting, with a treatise on acetylene and oxygen. 3d ed. 210 p. il. S [c. '19] St. Louis, P. F. Willis. 75 c.

Women. 159 p. D c. N. Y., A. A. Knopf. $1.25 n.

Psychological study of woman. *Partial contents:* Characteristics of women; Why men love women; The best of both worlds.

Taylor, Alonzo Englebert
Human factors in food supply. 10 p. folder S '18 Wash., D. C., Gov. Pr. Off.

Townsend, Charles Orrin
The beet-sugar industry in the United States. 56 p. pls. maps O (U. S. Dept. of Agric. bull. 721) '18 Wash., D. C., Gov. Pr. Off.

U. S. Dept. of Agriculture
Labor saving in live-stock production. 14 p. il O '18 Wash., D. C., [Gov. Pr. Off.]

U. S. Dept. of Agric. Bu. of Animal Industry
Delicious products of the dairy; [by J. C. McDowell]. 12 p. il. O ['18] [Wash., D. C., Gov. Pr. Off.]

U. S. Dept. of Agriculture. Bu. of Markets
Standards for milled rice. 10 p. O ['18] [Wash., D. C., Gov. Pr. Off.]

U. S. Federal Bd. for Vocational Education
Agricultural education; some problems in state supervision, state supervision and teacher training, professional improvement of teachers in service. 32 p. O (Bulletin 26) '18 Wash., D. C., Gov. Pr .Off.

The nation's workers and the disabled soldiers and sailors. 14 p. O (Vocational rehabilitation ser.) '18 Wash., D. C., Gov. Pr. Off.

To the household of the disabled soldier and sailor. 18 p. O (Rehabilitation joint ser.) '18 Wash., D. C., Gov. Pr. Off.

To the soldier returning to civil life. 14 p. O (Vocational rehabilitation ser.) '18 Wash., D. C., Gov. Pr. Off.

Vocational education for foreign trade and shipping. 85 p. tabs. O (Bulletin 24) '18 Wash., D. C., Gov. Pr. Off.

What the employers of America can do for the disabled soldiers and sailors. 14 p. O (Vocational rehabilitation ser.) ['18] [Wash., D. C., Gov. Pr. Off.]

U S. Naval Consulting Board
Problems of aeroplane improvement. 32 p. (8 p. bibl.) O (Bulletin 3) ['18] N. Y., U. S. Naval Consulting Bd., 13 Park Row. gratis

U. S. Office of Internal Revenue
Present sources of internal revenue and rates of taxation under existing law. 12 p. tabs. O '18 Wash., D. C., Gov. Pr. Off.

U. S. Tariff Commission
The brush industry; commercial and industrial conditions in the United States and in foreign countries—Tariff laws affecting brushes—Court and Treasuary decisions. 77 p. O (Tariff information ser. 8) '18 Wash., D. C., Gov. Pr. Off.

U. S. War Dept.
A manual for courts-martial, courts of inquiry and of other procedure under military law. Rev. in the Judge Advocate General's office and pub. by authority of the Secretary of War. Corrected to August 1, 1918. (Changes nos. 1 to 4) 16+488 p. forms. O '18 Wash., D. C., Gov. Pr. Off.

Walcott, Charles Doolittle
Cambrian geology and paleontology, IV. No. 4—Appendages of trilobites. 115—216 p. pls. O Smithsonian Miscellaneous collections v. 67, no. 4). Wash., D. C., Smithsonian Inst. pap. 10 c.

Waugh, Frank Albert
A plan for the development of the village of Grand Canyon, Ariz. 23 p. plan. O '18 Wash., D. C., Gov. Pr. Off.

Weaver. Eli Witwer
Choosing a career. 29 p. D [c. '18] Brooklyn, N. Y., Brooklyn Vocational Guidance Assn 10 c.

Williams, Ivor G.
Poems. 75 p. por. D ['18] Balt., Saulsbury Pub. 75 c.

Woodward, Thompson Elwyn, and others
The open shed compared with the closed barn for dairy cows. 15 p. O (U. S. Dept. of Agric. bull. 736) '18 Wash., D. C., [Gov. Pr. Off.]

Yerkes, Arnold Phipps, and others
The gas tractor in eastern farming. 32 p. il. O (U. S. Dept. of Agric. farmers' bull. 1004) ['18] [Wash., D. C., Gov. Pr. Off.]

Zeller, Rev. Ignatius
The conversion of two Lutheran ministers to the Roman Catholic church in 1863. 79 p. pors. S [c. '18] N. Y., J. Schaefer, 23 Barclay St. 25 c.

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A NEW DEPARTMENT

Beginning with February and continuing thru the active season in the rare book world, THE PUBLISHERS' WEEKLY is planning to carry on a new department under the heading displayed on these pages.

Every indication points to the fact that America is more and more to enlarge its place as the trading center for rare books, and exceptional activity during this season when the war is only just behind us augurs well for the activity that is to follow.

This department will be under the special charge of Mr. Frederick M. Hopkins whose long experience in the auction field and present close contact with its activities gives him opportunity to speak authoritatively and interestingly about the happenings in the rare book world.

Advertising in this section will be accepted up to the limit of two columns and at the following rates: half column, $9.00; quarter column, $5.00; eighth column or one inch, $2.50. News items for this page can be sent to Mr. Hopkins care of this office, and advertising will be received up to Monday of the week of publication.

THE PUBLISHERS' WEEKLY.

Catalogs are in preparation for the sale at Libbie's, in Boston, of the private library of Frederick H. Hedge of Brookline, Mass., which includes many rare colored plate books, first editions and presentation copies of American and English authors, and works of the early presses.

There were two first editions of Goldsmith's "Vicar of Wakefield" in the recent Halsey sale. Both were bound in the original calf and except for the autograph inscription "From the Author" there was not much difference in the two copies. The one without the inscription brought $610; the presentation copy $2,350.

At the recent sale of the Haines library at Henkel's, in Philadelphia, there was a copy of Stevenson's "Prince Otto," with the list of books dated January, 1885. According to Prideaux's Bibliography, the list should be dated April, 1885, and if this is correct this is an earlier issue than is generally known.

The fourth annual exhibition of contemporary bookplates will be held at the Avery Library, of Columbia University, in New York, from March 1 to March 15, inclusive. The object of the exhibition is to stimulate the art of the modern bookplate, establish a standard of design and furnish an opportunity for comparison and study. A jury of award will give certificates for the most meritorious work

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The interest in early English literature—which has been breaking all records in this country—may be responsible for the announcement that the important collection of early English plays belonging to Lord Mostyn of Mostyn Hall, Mostyn, Chester, England, will be sold at Sotheby's, in London, on March 20 and 21. No such collection has ever been sold in England or America before. In addition to such rarities as "Gammer Gurton's Needle," there are some extremely rare works of the Elizabethan dramatists, including the only known copies of Harry Medwall's "Fulgen's and Lucrece" (ca. 1520), one of the earliest English comedies, and William Wager's "Inough Is as Good as a Feast" (ca. 1560-5). There are unrecorded editions of "Fedele and Fortunia," 1585, the foundation play of Shakespeare's "Two Gentlemen of Verona"; the interludes, "Impatient Poverty," undated; "Jack Juggler," about 1562, and R. Weyer's "Lusty Juventus," undated, and probably unique. There are also quarto editions of plays by or attributed to Shakespeare, including "Arden of Feversham," 1633; "A Yorkshire Tragedy," 1619; "Sir John Old-Castle," 1619; "Pericles," 1635; "The Merchant of Venice," 1637; "The Birth of Merlin," 1662, and the first edition of the "Chronicle History of King Lear,"1605, the precursor

RARE BOOKS, AUTOGRAPHS AND PRINTS

of Shakespeare's "King Lear." The sale includes 364 lots, nearly all of which may properly be described as of "extreme rarity."

The sale of books from the library of the late Frederic R. Halsey and other collections, held at the Anderson Galleries February 17, 18 and 19, brought $158,749.60, with the high average of $148 per item. The gem of the sale, as expected, was Edgar Allan Poe's "Tamerlane and Other Poems," a 12mo pamphlet of 40 pages, in its original wrappers, printed by Calvin S. Thomas, in Boston, 1827, bringing $11,600. The first bid was for $5,000, and others came quickly, George D. Smith, rare book dealer, securing the treasure by paying the highest price ever given for the first edition of an American author. In fact, Poe's "Tamerlane" takes a place high up among the world's most costly books. This is effectively shown by a glance at the prices realized in the Hoe sale. This library—the most valuable ever sold at auction—consisting of 14,588 items—brought $1,932,056. The most valuable books of all languages since the beginning of printing were represented. Yet in this entire sale only six printed volumes brought a higher price than Poe's "Tamerlane." These were: The Gutenberg Bible, printed on vellum, $50,000; the same, on paper, $27,500; Juliana Berner's The Book of St. Alban's, $27,500; Helya's, The Knight of the Swanne, $21,000; Malory's Morte de Arthur, $42,800; Shakespeare, first folio, $13,000.

The third and final part of the library of Herschel V. Jones, of Minneapolis, will be sold at the Anderson Galleries on the evenings of March 4 and 5. The character of this portion of the library is quite like the parts that have preceded it—consisting mainly of early English literature, many rare items of Americana and choice modern first editions. There is a most unusual copy of the rare Ptolemy with the earliest map of North America, and perhaps the finest copy in existence of Purchas His Pilgrimes, printed in London in 1624-25. There are also association books from the libraries of Ferdinand Columbus, Francis II., King of France, Shelley, Wither, Wycherley, and others. Especially noteworthy is the excessively rare first edition of Shakespeare's Sonnets, London, 1609, the first copy to be sold in America and the only perfect copy known to be in private hands. The "Sonnets," aside from its rarity, has an association interest rarely found, being the Jolley-Utterson-Halliwell-Tite-Locker-Halsey copy, with autographic notes by G. Locker, Frederick Locker and W. Tite and the book plates of Jolley, Utterson and Locker. Another item of very great interest is the fine Walton's Anglers—the first, second, third, fourth and fifth editions—in a condition rarely to be met with, three of them being in original bindings and the remaining two in contemporary bindings.

F. M. H.

Auction Calendar

March 4 and 5 at 8:15 p. m.
Final part of the Herschel V. Jones Library. (No. 1405; 417 items.) Anderson Galleries.

March 6, at 8:15 p. m.
Americana from the Library of Henry E. Huntington. (No. 1406; 241 items.) Anderson Galleries.

March 7 at 10 a. m. and 2 p. m.
Autographs. (714 items.) C. F. Libbie Co.

Catalogs Received

Books on Insects
No. 6. John D. Sherman, Jr., 24 Claremont Ave., Mount Vernon, N. Y.

Franklin Imprints, American, etc.
No. 31. Wm. J. Campbell, 1623 Chestnut St., Philadelphia.

Americana
No. 15. Henry Gray, 1 Churchfield Rd. E., Acton, London.

Autograph Letters and Documents
No. 129. (2156 items.) Goodspeed's Bookshop, 5a Park St., Boston.

Mainly First Editions
No. 12. (259 items.) Alfred E. Goldsmith, 42 Lexington Ave., New York.

Travel
Cat. G. (1109 items.) Robert Cecil MacMahon, 78 W. 55th St., New York.

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Advertising copy should reach us Tuesday noon—earlier if proof is desired out-of-town. Forms close Thursday night.

Under the headings of **"BOOKS WANTED"** *and* **"BOOKS FOR SALE"** *subscribers are charged ten cents a line (exclusive of address); non-subscribers, fifteen cents a line, address included. Bills for this service will be rendered monthly. Objectionable books are excluded so far as they are noted.*

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

Under **"HELP WANTED"** or for other small undisplayed advertisements, the charge is 15 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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The Morgan Book Store, 37 Corning St., Boston, Mass. Back numbers of all Magazines supplied. Submit your want lists.

Back vols. and nos. of magazines supplied. Philadelphia Magazine Depot, 326 N. 10th St., Philadelphia, Pa.

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American Baptist Publication Society, 125 N. Wabash Ave., Chicago

The Life of Mrs. Eddy and the History of Christian Science, G. Milkine, Doubleday, Page & Co.

W. H. Andre, 607 Kittredge Bldg., Denver, Colo.

Seven Seas Kipling, Doubleday, Page & Co.
Alexander Hamilton Institute Courses Complete.

Antiquarian Bk. Store, 26 E. Van Buren St., Chicago

Moving of the Waters, Jay Cady.

Antique Book Store, 119 Summit St., Toledo, Ohio.

Der Weinbau, etc., Dr. F. Mohr.
Poems by E. W. Wilcox, Fanny Hill.
Works of Chataubreand, ordinary edition.

Auerbach Co., Book Dept., Salt Lake City, Utah

Ladies' Home Jr., July, 1916, 2 copies; Sept., 1916, 3 copies; Nov., 1916, 2 copies.
Outing Magazine, March and April, 1918.
Forest and Stream, Feb., Mar. and May, 1918.
Field and Stream, April, 1918.
Current History, vol. 1 to date.
Designer, all 1912 issues.
Spiritual Manual, pub. by Progressive Thinker.

"Back Number" Wilkins, Danvers, Mass.

Nat'l Geographic, 1908, 1909, 1910, 1911, any month, duplicates, unlimited number.

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Stoddart's Mind and Its Disorders, 1912.
Gaylord's Culm Rock, 1875.

Barr Book Shop, 24 W. Orange St., Lancaster, Pa.

Hill, Talks About Autographs.
Avebury, Prehistoric Times, Appleton, 1872.
Allen Edward, Wayside.
Pearson's Magazine, April and May, 1905.

N. J. Bartlett & Co., 28 Cornhill, Boston

Eng. Trade and Finance in 17th Cent., Hewins.
Traills' Social England, Queen Anne ed.
Ladd's Outline of Logic, Boston, 1904.
Wood, Value of Religious Facts, 1889.
Lotze, Outlines of Pract. Philos., translated by Ladd, 1885.
Clifford, Common Sense of the Exact Sciences, Am. ed., vol. 1, 1885.

C. P. Bensiger Co., Codebook Dealers, 25 Whitehall St., New York

Western Union Universal Code.
A B C Fifth—A1 Telegraph Code.
Lieber's Standard Code.
Any Amer. Foreign Code.
Thomas, Register Amer. Mfgrs.
Kelly's Directory of World.

W' Beyer, 50 Pine St., New York

Set German Classics, fine binding.
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Arthur F. Bird, 22 Bedford St., Strand, London, W. C.2, England.

T. B. Barnham, King of the Animal Kingdom.

The Book Corner, 251 Fifth Ave., New York

Gosse, Omphalos.
Frothingham, Our Book.
Audubon, Quote all odd volumes, state what edition.
Walking Tours, Quote all books on that subject.

The Book House, 17 N. State St., Chicago

Odd volumes of Arabian Nights, Burton ed.
Modern Man and His Forerunners, Spurrell, G. Bell and Son.
Everlasting Punishment, Goulbourn.
Everlasting Punishment, Cochrane.
Moral Damage of War, Walter Walsh.
War Maker, Horace Smith.

Bosler Memorial Library, Carlisle, Pa.

Espinasse, Literary Recollections and Sketches.
Mead, Influence of Emerson.

F. J. Brahm, 214 W. Monroe St., Chicago

Latin Missal, Missale Romanum, pub. in Baltimore prior to 1835.

Brandt & Kirkpatrick, 101 Park Ave., New York

His Little World, Samuel Merwin, pub. A. S. Barnes.

Brentano's, Fifth Ave. and 27th St., New York

Muret-Sanders, German-English Dictionary, in 2 vols., good condition only.
Drama and Life, Walkeley.
Overland to India, Sevin Hedin.
Exploration of Caucasus, Douglas Threshfield.
Transcaucasian, James Bryce.
Climber in New Zealand, Malcolm Rose.
Happy Irish, Harold Begbie.
Life of Blake, Gilchrist.
French Household Cookery, Keyzer.
A Dominie's Log, Robt. McBride Co.
Astrology, A. J. Pearce.
Studies in Heterogenesis, Charlton Bastian.
Amphora, Mosher.
Cartoons, 1st vol., Raemaker.
Essay of Velasquez, Stevenson.
Creed of Buddha, Edw. Holmes.
Poems or Ballads, Hogan.
American Art Annual, 1912.
Arabian Nights, illus., Maxfield Parrish.
Art of Creation, E. Carpenter.
Questioned Documents, Albert Sherman.
Criminal and the Community, Jas. Devon.
Red Thumb Mark, Austin R. Freeman.
Criminal Man, Gena L. Ferrero.
Mystery of 31 New Inn, Austin R. Freeman.
Track of a Storm, Owen Hall.
Chief Contemporary Dramatists, Dickinson.
Representative American Plays, Quinn.
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Historic Homes and Churches of Va., Lancaster.
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Confession of Mrs. Wanda, Sacher-Masoch.
Caesar's Column.
Blood of Arena, Ibanez.
Isle of the Winds, S. R. Crockett.
Deep Mont Grange, S. R. Crockett.
Dictionary of Christian Names.
Dictionary of Oriental Quotations, Field.
Classical Poetry, Chamberlain.
Civil Engineer's Handbook, Trautwine.
Arabian Nights, trans. E. W. Lane.
Five Fridays, Frank Adams.
French Architects and Sculptors of the 18th Cent., Lady Dilke.
Essay on the Blood, Da Vince.
East India Islands, Wallace.
Ireland in the New Century, Plunkett.
Illustrations of the History of Mediaeval Thought, Poale.
Great Coquette, Madame, Turquan.
Recamier and Her Salon.
Genealogical History of Irish, John Rooney.
Families and Coats of Arms.
Grimm's Fairy Tales, Wordcuts by Johann & Leinweber.
Life of Pasteur, Radot.
Rettlehead, Helen Barmerman.

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Little Known Sisters of Well Known Men, Page.
Primer, Gladstone.
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Juventus Mundi, Gladstone.
Story the Key Told Me, Adirondack.
Story of the Man Who Didn't Know Much, Adirondack.
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Ralph Wittons Weird, Ogilvie.
Nona's Choice.
Second Wife.
The Voices, Vice.-Adm. W. V. Moore.
Two in Arcady, Lucine Finch.
Toltec Cup, Nyms-Crinkle.
Secret Memoirs of Mme. de Pompadore, Beaiyoint.
Sketch of History of Israel and Judah, Williamson.
Primer of Chemistry, Arthur Vacher.
Zeldas Fortune, R. E. Francillon.
Water Softening and Treatment, Booth.
Operation of Trains and Station Levers, Prior.
Whispers About Women, Merrick.
Man Who Understood Women, Merrick.
When I Was a Child, Joshio Markino.
Venetian Painting of the 17th Century, Scribner.
History of Tahiti, etc., Alfred G. Mayer.
The Home Life of Borneo Head Hunters, W. H. Furness.
Dept. of the Interior Ethnology Survey Pub., Wm. Aleen Reed.
Pygmies and Papnans, A. F. Wollaster.
Burton Holmes, Travelogues, vols. 10, 11 and 12, any binding.
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Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Life of Pasteur Rene Vallery Radot, 1 vol. ed.
G. W. Cable, Busy Man's Bible.
Madame Delphine, G. W. Cable.

Albert Britnell, 263 Yonge St., Toronto, Canada

Young Man in a Hurry, Chambers.

W. H. Broomhall Co., Stockport, Ohio

Bird Lore, complete file, vols. or nos.
The Auk, vols. 1 to 12 and 34-35.
Forbes Magazine, vols. 1 and 2.
Men Who are Making America, Forbes.
God and Democracy, Frank Crane.

M. Brown, 110 N. Carroll St., Madison, Wis.

Cyclopedia of Law, La Salle Institute.
Set of Syke, last edition.

Cadmus Book Shop, 133 West 33rd St., New York

The War Weekly, vol. 1, nos. 15, 16, 17, 21, 22, 26, 32, 34.
White, The Book of Daniel Drew.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.

Davis, Andrew Jackson, Any Works by him.
Crane, God and Democracy.
Gibson, Telephone Troubles.
Overton, Life of Ninon L'Enclos.
Moses, Psychology of Fear.
Fere, Pathology of Emotions.

Central Book Co., 93 Nassau St., New York

Barber's Historical Collections of Conn., 1836.

Geo. M. Chandler, 75 E. Van Buren St., Chicago

Britannica, Cambridge ed., 29 vols., thin paper.
Jesuit Relations, 73 vols.
Johnson Portraits of Washington.
Summer Saunterings in Northern Wisconsin.
Towne, Pioneer Life, etc., Buffalo, 1854.
Stimson, The Gate Beautiful, Brandt.
Upton, Musical Memories.
Field, Roswell, Romance of an Old Fool.
Prideaux, Aquatint Engraving.
Jefferson, Hamilton, Franklin, Federal editions.
Gribble, Chateaubriand.
Gribble, George Sand.
Gribble, Lord Byron.
Gribble, Madame de Stael.
Gribble, French Romantics.
Gribble, Shelley.
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Gribble, Catharine the Great.
Gribble, Christina of Sweden.
Gribble, Emperor Francis Joseph.
Gribble, Romances of French Theatre.
Gribble, Tragedy of Isabella II.
Lang, Letters to Dead Authors.
Balfour, Life of Stevenson, 2 vols., early imprint.
Wharton, Sappho.
Stevenson, Thistle ed., vols. 21 to 27 inclusive.

Chicago Medical Book Co., Congress & Honore Sts., Chicago

Haab, Atlas of Ophthalmoscopy and Ophthalmoscopic Diagnosis.

Church Literature Press, 2 Bible House, New York

Concordance to the New Test. in Greek, Moulton & Gedens.
Synopsis of the Gospels in Greek, Wright.
Expositor's Bible, Nicol.
Parliament, Ilbert, Henry Holt, Pubr.
Ceremonies of the Mass, McGarvie & Burnett.
Priest's English Ritual, Soc. S. S. Peter & Paul.

City Library, Springfield, Mass.

Bourcard, La Cote des Estampes, Paris, 1912.
Hecker, Epidemics of the Middle Ages, trans. by Babington, 3d ed., Trubner.
Hirsch ,Handbook of Geographical and Historical Pathology, 3 vols., Lond., 1883-1886.
Labarte, Arts of the Middle Ages, Murray.
Midsummer-Night's Dream, illus. by Perkins, Stokes.
Wright, Four-footed Americans, Mac.

Arthur H. Clark Co., Caxton Bldg, Cleveland, O.

Franklin Inst. Jl., vol. 31.
Luis Sigea Dialogues.
De Becker, The Nightless City.
Adair, Hist. of Amer. Indians.
Amer. Philosophical Soc., May, 1913 to date, also vols. 1-28 incl.
Black Color Book, Central Amer.
Hist. of Banking in Leading Nations, 4 vols.
Eng. and Mining Jl., vols. 1-23, 25-27, 29-40, 42, 44, 69-72, 80, 98 to date.
Crawley, The Mystic Rose.
Merrick, Old Times on Upper Miss.
Audubon, Western Jl. Cleve., 1906.
Butterfield, Hist. of the Girtys.
Gospel in All Lands, 1882; July-Dec., 1883; July-Dec., 1884; 1894, Jan.; 1902, July-Dec.; 1903, Feb. to end.
Hongkong Directory and Hong Hist. for Far East, any.
George, Heroes and Incidents of Mex. War.
China Mission Handbooks, any.
Orient, periodical.
Nat. U. S. Commercial Gas Assoc. Proc., vols. 1, 2, 13, 14.
Outlook, July, 1893 to Dec., 1896.
Pacific Era, Continued as Far East, set or vols.
San Francisco, Argonaut, vols. 17, 19-24, 57, also vols. 17-25, 27, 30, 31, and any nos. in vols. 32, 36, 38, 39, 43-47, 53, 54-61, 63, 64.
World Review, Chicago, 1901-2.

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Heathen Woman's Friend, 1870 to 1881.
Cincinnati Daily Gaz., any issues.
Munsey's Mag., vols. 1-9, 41 to date.
Californian, set or vols.
Lewis & Clarke, Exped. ed., Thwaites, 8 vols.
Geology, Jl. of Chicago, vols. 1 to 21.
Domville, Great States of S. America.
Edkins, Chinese Buddhism, 1880.
Heard, Sioux War and Massacres of 1862-63.
London, Selection of Narratives of Outrages.

The John Clark Co., 1486 W. 25th St., Cleveland, O.

Aeriage Age., vol. 1, nos. 9 to 12 and 15 to the end; vol. 2, nos. 1 to 9.
Popular Mechanics, vol. 23.
Harper's Young People, vol. 14.
Outing, vols. 37 and 40.
Saturday Review, Dec. 9, 1905, Supplement.
Work with Boys, Jan., 1910.
Poet Lore, May, 1890; July, 1911; and Indexes to vols. 6 and 8.
Marine Review, Nov., 1917.
Electric Railway Journal, Feb. 9, 1918.

Colesworthy's Book Store, Boston, Mass.

Modern Industrial Chemistry.
Organic Chemistry, Cohen.
Power of Will, Haddock.
Sexual Life, Malchow.
Art of Magic, T. Nelson Downs.
Church in the House, Arnot.
American Law Studies, John C. Reed.
Kedge Anchor.

College Book Store, Columbus, Ohio

Warren S. Barton, Voice of Superstition.

Colonial Society, Box 343, Richmond, Va. [Cash.]

McGuffey, 4th and 5th Readers, about 1875.
New English Dictionary, set or parts.
So. Hist. Soc. Papers, set or long run.
Va. Reports, Annotated.
Va .Reports, 75 to 120.

Columbia University Library, New York

Frazer, Golden Bough, 1st or 2d ed., Macmillan.
Hanstein, Gerhart Hauptmann, Voigtländer, 1898.
Kilmer, Literature in the Making, Harper, 1917.
Summer of Love, Baker, 1911.
Lane, Political Conditions of Allied Success, Putnam, 1918.
Ponafidene, Life in the Moslem East, Dodd, 1911.
Price, Siberia, Doran, 1912.
Soothill, Three Religions of China, Doran, 1913.

Conder's Book Store, 114 E. 59th St., New York

Gulliver's Metallic Alloys, 1913 or later.
Audsley's Keramic Art of Japan, 2 vols.
Gobelsberger's German Stenography.
Lewis & Clark, Thwaites.
Pike's Travels.
Tom Paine, Conway, 4 vols.
H. B. Metrop. Mus. Loan Exhib. Oriental Arms.
Figaro Illustré, 1895, '96, '97, folio.
Lowe on Tokens.
Anderson's Documents of French History.
Schopenhauer's World as Will and Idea.
Thomson's H. B. of Art Anatomy.
Massey, Light on Great Pyramid.
Knight & Rumley's Heraldic Illustrations.
Rawlinson's Herodotus, New York reprint, 4 vols.
Hume on Understanding, Green & Grose, London.
Hegel, Stirling, Fichte, Jacobi, Berkley's Philosophy.
Kimm's Moses and Geology.
Atkinson's Art of Expression and Suggestion.
Broughton's Astrology; Lilly's; Raphael's.
Reminiscences of an Octogenarian.
Chevreuil on Color, 4to edition.

T. O. Cramer, 1321 Grand Ave., K. C., Mo.

Two Boys in the Blue Ridge, W. Gordon Parker.
Brown's Genesis of the U. S., vol. 2.
Laws of Missouri, 1825, vol. 2.
Inman's Santa Fe Trail, and other titles by.
Dresden ed., Ingersoll, vol. 7, cloth.

R. Davis, 36 Vesey St., New York

Century Dictionary, India paper, 6 or 12 vols.
Jewish Encyclopedia.
Tissot's Life of Christ.

Denholm & McKay Co., Worcester, Mass.

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H. & W. B. Drew Co., Jacksonville, Fla.

Rieder's Atlas of the Urinary Sediments.

E. P. Dutton & Co., 681 Fifth Ave., New York

Amer. Geological Railroad Guide, 2nd ed., pub. by Appleton, 1890.
Dreiser, The Genius.
Dalziels, Arabian Nights, Ward Lock, 1865.
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Fagan, History of Engraving in England, Text and three portfolios of plates, Low, 1893-4.
Goldsmith's Deserted Village, London, 1841, illus. by the Etchers' Club.
Hamerton, Drawings and Engravings, 1892.
Lavoirsier, Chemistry.
Marshall, The Squire's Daughter, and the Eldest Son.
Mills, Life of a Race Horse, not first ed.
Rogers, Robert, Concise Account of N. America.
Journals of Major Robert Rogers.
Reminiscences of the French War, Robert Rogers.
Diary of the Siege of Detroit in the War with Pontiac, Robert Rogers.
Racinet, La Costume Historique, 6 vols.
Rowlandson, History of Johnny Quae Genus, imperfect copy, 1822.
Shakespeare, Soups, London, 1852, illus. by the Etchers' Club.
Steele, The Guardian.
Scott, Tom Cringle's Log, illus. by Brangwyn.
Tagore, Nationalism, first ed.
Wedmore, F., Etching in England, 1895.

W. C. Edwards, 51 Rowley St., Rochester, N. Y.

Calderon, Life is a Dream, Eng. trans.

Paul Elder & Co., 239 Grant Ave., San Francisco

Yosemite Legends.
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History of the Industrial Army, Kelly.

Funk & Wagnalls Co., 354 Fourth Ave., New York

Roman Memories in the Landscape Seen from Capri, Thomas Spencer Jerome.
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Goldman's Book Store, 424 S. Dearborn St., Chicago

They Parted at the Altar.

Goodspeed's Book Shop, 5A Park St., Boston

Adams, C. F., Imperialism, 1899.
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Cassell, Cyclopaedia of Photography.
Cooke, J. E., Surrey of Eagle's Nest.
Darley-Cooper, first eds., Afloat and Ashore, Miles Wallingford; Ned Myers.
Eaton, W. P., Barn Doors and Byways.
Essays, Colonial Press, Artist's and Editor's ed., 2 vols., 1900.
Hardy, T., Register of Ports, Phila., 1909.
Henty, By England's Aid.
Henty, Held Fast for England.
Henty, To Heret & Kebal.
Henty, For Name and Fame.
Henty, In Greek Waters.
Henty, Bravest of Brave, best ed.
Jones, Hist. of Georgia.
Kipling, Outward Bound ed., vols. 18, 19, 20, 21.
Little, George, American Cruiser, Bost., 1847.
McMaster, Daniel Webster.
Makers of America, Father J. Serra, Robert Cavalier, Thomas Nelson, Joseph Henry, R. W. Emerson.
New Eng. Hist. and Gen. Reg., vol. 22.
Prince Soc. Hutchinson Papers, pts. 1 and 3, or set.
Rollo in Cambridge.
Ronsard, Pierre de Poems, Eng. transl.
Stevenson, Edward, Little Comrade.
Taylor, H. O., Mediaeval Mind.
Thackeray, Set, 12mo, 24 vols., Lond. and Phila., 1879.
Thoreau, Cape Cod, illus. by Watson, vol. 1 and set.
Tucker, L. Frank, In the South, a poem.
Verhoeff, Mary, Kentucky River Navigation, Filson Club, Louisville, 1917.
Weeks & Bacon, Hist. Digest of Provincial Press, vol. 1, 1911.
Williams, Arts and Crafts of Older Spain, 3 vols.
Woburn, Mass. Vital Records, part 1.
Genealogies:
Clapp Memorial, 1876.
Cutter, New England Families, 3rd ser., 1915.
Nash, Descend. of Thomas, 1853.

John W. Graham & Co., Spokane, Wash.

Canadian Wonder Tales, Cyrus Macmillan, pub. by John Lane Company.

Grant's Book Shop, 127 Genesee St., Utica, N. Y.

Hall, Mastery of Grief.

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Sayce, Elementary Grammar and Reading Book of Assyrian Language.
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De Sacy, Anthologie grammaticale arabe.
Grammars of Philippine Languages.
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Fiction Based on Plots of Diplomatic Intrigues. Espionage, etc.
Memoirs of Prince Metternich.
Histories of and books concerning Congress of Vienna and anything by Czartorski.
Histories of Sinn Fein.
Calvin, Thomas, History of German Literature.
Dawson, Germany and the Germans.
G. L. Burr, The Year 1000, in Am. Historical Review, April 1901.
Roy's L'An Mille.
Kitchen, History of France.
Thackery's Meditations at Versailles.
Woodrow Wilson, The State.
Philippi Guadagnoli, Breves linguae arabicae institutiones.
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Malleson, Life of Prince Metternich.
Debidour, Tallyrand au Congres de Vienna.
Thayer, Dawn of Italian independence.
Trevelyan, Garibaldi's Defense of the Roman Republic.
Trevelyan, Garibaldi and the thousand.
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Cheetham, Louis Napoleon and the genesis of the second republic.
Gorce, Histoire du Second Empire, vols. 6 and 7.
Sorel, Histoire diplomatique de la guerre franco-allemande.
Edouard Driault, La question d'Orient depuis ses origines.
Edouard Driault, La question d'Extrême Orient.

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Who's Who Book, Macmillan, recent, second-hand.

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Tolstoi's Gospel Stories
Books on Archery, American publications.
The Loard that Healeth Thee, Rev. W. E. Boardman.

Hampshire Bookshop, Inc., 192 Main St., Northampton, Mass.

Aiken, G. A., Life of Steele, 2 vols., 1889.
Moore, B., Recent Advances in Physiology and Chemistry, Longmans.
Jacobs, W. W., Nautical Lays of a Landsman.
Georgian Poetry, 1911-13, Putnam.
Austen, J., Pride and Prejudice, illus. by Brock, English Idylls Series, Dent.

Harper & Brothers, c/o Mail Order Dept., New York

One set of Pausanias' Description of Greece, 6 vols., translated by J. G. Frazer, 1913 edition, pub. by Macmillan.

W. E. C. Harrison & Sons, 214 E. Baltimore St., Baltimore, Md.

Loveable Degenerate.
Brewer's Dictionary of Phrase and Fable, dark green cloth, leather back.

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Carslaw, Instroduction to Theory of Fourier Series and Integrals and Mathematical Theory of Conduction of Heat, Macmillan.
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Tilden, Chemical Discovery and Invention, Appleton.
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W. R. Alger, The Solitudes of Nature and of Man. Roberts Bros., Boston, 1867.
Langlois & Seignobos, Intro. to Study of History, Holt.
Thompson, Michael Faraday.
Shearer, Morals and Manners.
Columbia Univ., Teachers College, Contributions to Education, no. 18.
Tegner, Axel.
Nixon, Are We to Have a Merchant Marine.
Lewis, Ethics of Wagne's The King of the Nibelung.
Pycraft, The Courtship of Animals, Holt.
Cowper, Diverting History of John Gilpin, H. M. Co.
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London, Sea Wolf.
Barbour, Any books by Ralph Henry Barbour.
Sauter, Honey and Gall, Lippincott, 1873.
Cook, Wellesley Stories.
Jost, A., Return to Nature.
Thurn, H., Die Seekabel unter besonderer, etc., Leipsig, 1909.
Annual Reports Bureau of Ethnology, nos. 7, 11, 13, 14, 16.

Charles E. Lauriat Co., 385 Washington St., Boston

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Autograph Letter, Maj. Butterick of Conocrd, 1776.
Arnold's Lincoln, 1885.
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Woman, Weininger.
The Cromwellian Settlement of Ireland, Prendergast, London, Longmans, about 1865.
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Knoff, Tuberculosis as a Curable and Preventable Disease, Moffat, Yard.

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Yoachim's History of Texas, pub. presumably about 1846.

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Funk, The Widow's Mite.
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Lombroso, After Death What?
Lombroso, Genius and Insanity .
Harper's Classical Dictionary.
Marindin's Revision of Smith's Classical Dictionary.
Harvard Classics, vol. 45 and 46.
Westinghouse Air Brake Handbook, I. C. S., 1918, 2nd ed.

Moroney's, Third and Dixie, Cincinnati, O.

Treffy's Divine Sonship.
Clark's and Henry's Commentary.
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An Address to the Congress of the United States on the Utility and Justice of Restrictions upon Foreign Commerce, 1809.
Monthly Magazine and American Review, 3 vols., 1799-1800.
Wm. Dunlap's Life of C. B. Brown, 2 vols., 1815.
M. Fricke's C. B. Brown's Leben und Werke, Hamburg, 1911.
W. Just: Die romantische Bewegung in der amerikanischen Literatur, Weimar, 1910.

Newbegin's, San Francisco, Cal.

Contemporary Verse, edited by Charles M. Stork, April, 1918.
Lewis & Clark Journals, best ed.
Rackham Book of Pictures.

Daniel H. Newhall, 154 Nassau St., New York

Brower, J. V., Mandan.
Bourke, McKenzie's Last Fight.
Beckett, W. H., Summer Jaunt in the New Northwest, 1882.
Batchelor, Incidents in the Life of.
Ballantyne, R. M., Rivers of Fire.
From Dawn to Daylight, by a Minister's Wife.
Bourke, Apache Campaign.
Burt & Berthand, Rocky Mt. Gold Regions.
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Byers & Kellam, Handbok of Gold Fields in Nebraska and Kansas.
Brevard, C. M., Literature of the South, 1908.

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Bevington, Louise S., Poems and Sonnets.
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Bovey, Arthur W. C., The Perverse Widow.
British Poets, any vols. of in Little, Brown ed., ½ calf.
Brockway Genealogy, Jonathan Brockway branch.
Brodie, E. H., Sonnets.
Buckingham, Joseph T., Personal Memoirs and Recollections of Editorial Life.
Burgoyne, Lights of Egypt.
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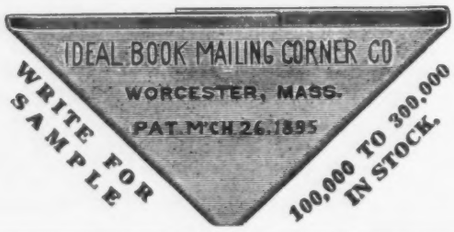

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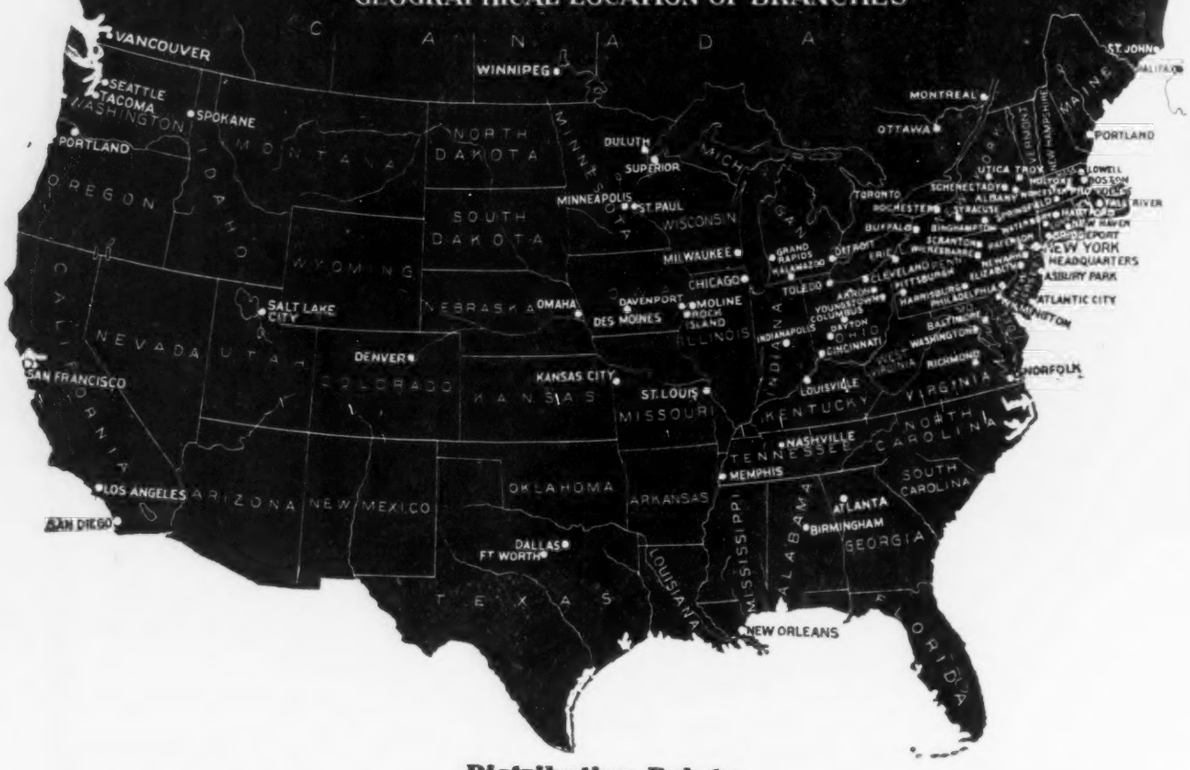

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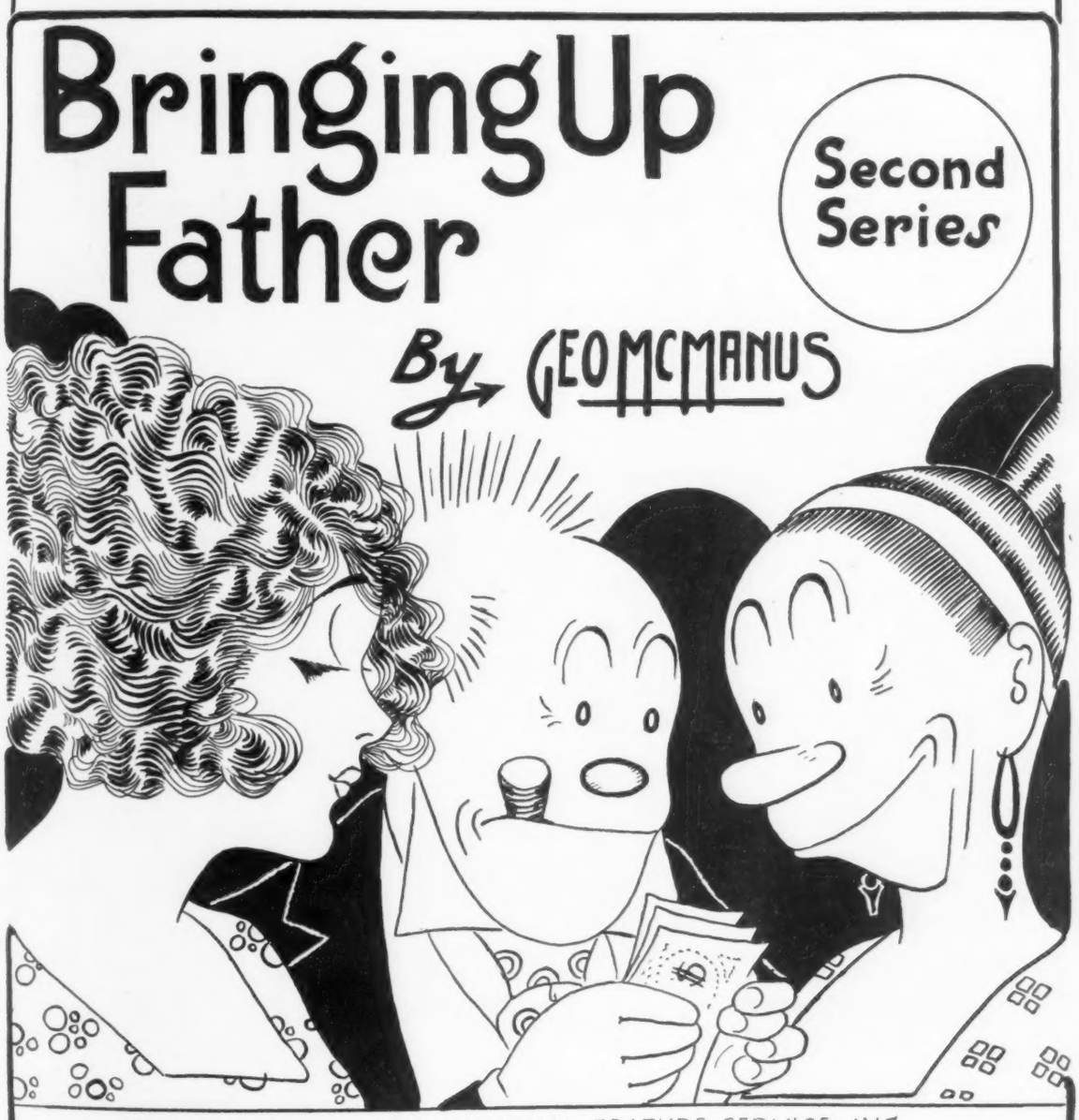

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